

# MANUAL



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THE  
NATIONAL LIFE ASSOCIATION  
OF  
HARTFORD, CONN.

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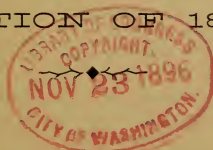
Manual for the Use of Agents.

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*Table of Rates;  
Insurance Tables and Data;  
Minimum Insurance Tables and Reserves;  
General Instructions to Agents;  
Plans and Policy Conditions.*

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← EDITION OF 1895. →



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# MANUAL

For the Use of Agents of the

## National Life Association.

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The province of this Manual is to furnish the Agent with a brief outline of the Single and Deferred Premium System of Life Insurance as originated and operated by the NATIONAL LIFE ASSOCIATION of Hartford, Conn., together with some hints to aid him in his work.

It is earnestly desired that each agent seeking to represent this Company in the field first thoroughly familiarize himself with its system and plans of insurance. You cannot hope to impress their advantages upon others until you thoroughly understand them yourself. The NATIONAL'S system differs materially from that of the Old Line or Assessment Companies, and it is this difference, marking as it does an important advance in modern life underwriting, which, when intelligently presented, recommends it to public favor and confidence.

Do not forget when selling the Single Premium policy that you are selling a contract for a full thousand dollars of insurance, which is based upon the payment of the full net single premium, plus the expense loading, and that, when desired, in lieu of the single premium being paid in advance installment payments are accepted for the number of years agreed upon, the unpaid portion of the net single premium, with interest, being treated as an indebtedness and charged against the policy until fully paid by the agreed installments.

Avoid the mistake made by some agents that you are selling a contract for seven or eight hundred dollars which increases from year to year until it ultimately amounts to one thousand dollars. You sell a contract for a full thousand dollars for a stated price, under which the insured elects to pay such stated price either in advance or in a given number of installments.

You will also point out to the proposed insurer the equity of the NATIONAL'S contract. As the full single premium is collected from each policy-holder who continues his insurance to maturity, or until the end of the paying period, far better results are secured in the end than under the old systems.

Under its system the NATIONAL claims greater security to the policy holder than is afforded by the oldest and strongest of its competitors. The expense charge under its contract being absolutely fixed, it is enabled in this regard to make a very large saving, which inures solely to the benefit of the insured.

Do not fail also to explain the Additional Reserve Clause of the policy in every instance. It is one of the NATIONAL'S strong points; with that clause in its policy it is impossible to ever wreck the Company. It is a tower of strength which no legal reserve company has.

Do not waste time on estimates which always disappoint the insured. Estimates do not bind the Company and it is guarantees which the public want.

Understand your system of insurance, know your policy, explain your goods for what they are, be honest and truthful in dealing with the public and prompt and systematic in reporting to the Company.

All business must be forwarded through the General Agent or Manager, whose contract you hold. The authority of every Manager, Agent or Solicitor is strictly limited to the terms of his contract.

A handwritten signature in dark ink, reading "D. S. Fletcher". The signature is written in a cursive style with a long, sweeping underline that extends to the right.

HARTFORD, CONN., March, 1895.

*President.*



## THE SINGLE PREMIUM SYSTEM

OF THE

## National Life Association

OF HARTFORD, CONN.

## ITS SPECIAL FEATURES.

**1. Equitable Rates.** A table of rates founded on an exactly mathematical equity between the members, and based on a net Single Premium in advance, by which each person pays for his own insurance. The Single Premium being the basis of the contract, the member may pay the gross Single Premium in one payment, and receive a paid-up policy, payable at death, together with all accumulations; or he may take a limited period of years according to the table (ten, fifteen, twenty, etc.,) in which to make his payments. In the latter case the amount of his annual installment is based upon the net Single Premium, plus the limited expense loading. The net annual installment is, after the first year, credited upon the net Single Premium, and in the end exactly equals the same with interest at five per cent. Should death occur before the end of the paying period, the unpaid balance of the net Single Premium, if any, will be deducted from the amount payable under the policy.

**2. Tontine Feature.** Provision by which all moneys received upon policies lapsing during the first five years, as well as accretion from surrendered policies, mortality more favorable than that assumed, and surplus interest earnings inures to the benefit of persisting members. This secures to policy-holders all the benefits of the Tontine principle, as most lapses occur in the first five years, and at the same time eliminates the objectionable features of Tontine—loss from death or lapse after the insured has carried his insurance for a long period of years.

**3. Limited Expense.** A limited amount only that can be used for expenses, all profits arising from the business being used solely to increase the surplus and strengthen the loss-paying ability of the company. Under its Single Premium system the NATIONAL LIFE is enabled to give, not only more equitable, but more reliable insurance than any old-line company in the country, and on first-class risks at a cost much less than that charged by old-line companies.

**4. Limited Payment.** A limited number of payments so that premiums can all be paid during the producing years of a man's life. A premium equitably adjusted to the age of the insured and the hazard of the risk assumed.

## A NEW DEPARTURE.

### THE GREATEST GOOD TO THE GREATEST NUMBER.

The Management of the NATIONAL LIFE believes in extending the benefit of good insurance to the greatest number possible, consistent with safety, equity and sound business principles. Heretofore many persons have been denied the benefits of life insurance on account of family history, slight impairment of health or unfavorable occupation. A misunderstanding of the full facts bearing upon the risk has also heretofore caused the rejection of many desirable applicants who by reason of such rejection have been barred from procuring insurance elsewhere.

Under its Single Premium system this company is enabled to accomplish the same in life insurance, as is done in fire, accident and marine insurance, furnish each party safe and equitable insurance, charging a rate corresponding with the hazard. This is no experiment, but, after careful study and investigation of statistics covering a long period of years, has been reduced to a science and carefully and equitably graded so as to cover the risk assumed.

Previous to the time the NATIONAL LIFE presented its system, little or no attention had been given in this country to the system of rating according to the various hazards, but the applicants were gauged in the matter of physical condition and family history by a cast-iron rule without very much regard to circumstances. Prejudice has also often been given more weight than sound business principles and good common sense. Under its Single Premium system, originated and worked in this country exclusively by the NATIONAL LIFE, it is enabled to extend the benefits of insurance to a much larger number of people, both male and female, with entire safety to the Company and absolute equity to the insured.

This system has now been in successful operation by the NATIONAL LIFE for several years, and has met the unqualified approval of many of the most conservative and experienced actuaries, and the insuring public. The increase in the Single Premium, or rather the grading of the same, to adapt it to the character of the risk, together with the increased cash installment, renders the hazard a safe one, while at the same time, if the insured proves to be a good risk, he obtains the same results as all others.

## BENEFITS UNDER SINGLE PREMIUM POLICIES.

**1. Dividends.** All surplus accumulations arising from surplus earnings, saving in mortality, and accretions from lapse during the first five years, together with accretions by reason of surrendered policies, inures to the benefit of persistent policy-holders, and at the end of five years from the first of January following the issue of the policy, and each five years thereafter, may be appropriated to any of the following uses : (1) to apply on any payment to become due, (2) to purchase paid-up insurance, or (3) to accumulate at interest and be paid at its maturity in addition to the amount of the policy.

**2. Non-Forfeitable.** All policies are non-forfeitable after three years save for non-payment of premium, violation of provisions of the policy, or for fraud. After five years the policy is not forfeited by reason of the non-payment of stipulated premium as any unused and unapplied surplus with which it stands credited will be used for the payment of premium falling due until the same is exhausted.

**3. Cash Surrender Value.** At the completion of the second or any subsequent quinquennial period from the date of the policy it may be surrendered for cash, at which time its guaranteed cash value will be seventy-five per cent. of the full reserve accumulations, together with all unused surplus. The full amount of such cash surrender value cannot be definitely fixed in advance of the completion of the designated period, for while the reserve is fixed by the terms of the contract and is governed by exact laws of accumulation, the surplus on the contrary depending as it does upon varying conditions and experience, must in every company be a varying quantity. But it is confidently believed that in proportion to the cash premium paid the surplus accumulations under the NATIONAL'S Single Premium policies will exceed those of the most favorable policies of old-line Companies.

**4. Paid-up Insurance.** Paid-up insurance is available under the policy at the completion of the first quinquennial period, and at the completion of the second or subsequent quinquennial period the policy may be surrendered and 75 per cent. of the surplus and reserve accumulations used to purchase paid-up insurance, payable at the death of the insured ; or such surplus and reserve accumulations may be used to extend the insurance for the full amount thereof, but for a lesser term.

**5. Disability Provision.** Should the insured at any time become permanently and totally disabled, he is guaranteed a fixed annual cash income or annuity either for a given number of years, or through life, or the policy may be surrendered and the insured receive in cash the full present value of such annuities.

### (1) PREFERRED RISKS.

In grading its system so as to equitably adapt it to the hazard assumed the NATIONAL LIFE has prepared a table of rates (table No. 1, found on pages 9, 10 and 11) which is designed for *Preferred Risks only*. This table is applicable to persons whose physical examinations, family history and occupation enables them to be rated as first-class in all respects. Persons who have been declined by other companies, are not deemed eligible for insurance under this table.

### (2) ORDINARY.

The table of rates designed for ordinary risks is table No. 2, and will be found on pages 12, 13 and 14. This classification is intended to include a somewhat wide range of applicants usually classed as in ordinary health and good insurable condition, and yet who cannot be termed absolutely first-class. Persons whose physical examination might be first-class but whose occupation or family history is more or less hazardous, should be written under this table.

### (3) UNDER-AVERAGE.

On pages 15, 16 and 17 will be found table of rates No. 3, designed for persons classified as hazardous risks. Under this head the range is quite broad, and embraces those whose physical examination shows some impairment, such as heart murmur, slight albumen or sugar in urine, largely overweight, and young persons with poor family history.

### (4) NON-PARTICIPATING.

A table of rates designed for a Non-Participating policy will be found on pages 18, 19 and 20. The policy under this table does not participate in profits, and has no cash surrender value or other special options. At the end of ten years, and quinquennially thereafter, it may be surrendered for paid-up insurance for seventy-five per cent. of the Reserve standing to its credit. This rate applies to *first-class risks only*.

# ANNUAL PREMIUMS

## FOR

### \$1,000 INSURANCE.

#### (1) Preferred Risks.

Age.	Single Premium.	10 Year Annual.	15 Year Annual.	20 Year Annual.	25 Year Annual.	30 Year Annual.
15-25	\$211.30	\$35.73	\$27.35	\$23.48	\$21.31	\$19.96
26	216.07	36.40	27.83	23.88	21.66	20.27
27	221.01	37.09	28.33	24.29	22.02	20.60
28	226.12	37.81	28.84	24.71	22.39	20.93
29	231.49	38.57	29.39	25.15	22.78	21.29
30	237.01	39.35	29.94	25.61	23.18	21.65
31	242.77	40.16	30.53	26.09	23.59	22.03
32	248.74	40.99	31.13	26.58	24.03	22.43
33	254.97	41.87	31.76	27.10	24.48	22.84
34	261.45	42.78	32.41	27.63	24.95	23.27
35	268.15	43.73	33.09	28.19	25.44	23.71
36	275.15	44.71	33.80	28.77	25.94	24.17
37	282.41	45.73	34.53	29.37	26.47	24.65
38	289.97	46.79	35.29	29.99	27.01	25.15
39	297.82	47.90	36.09	30.64	27.58	25.67
40	306.04	49.06	36.92	31.32	28.18	26.21
41	314.55	50.25	37.78	32.03	28.80	26.77
42	323.45	51.51	38.68	32.76	29.44	27.36
43	332.60	52.79	39.60	33.50	30.10	27.96
44	342.14	54.14	40.56	34.31	30.80	28.60
45	351.89	55.50	41.55	35.12	31.50	29.24
46	361.90	56.92	42.56	35.95	32.23	
47	372.16	58.36	43.60	36.79	32.97	
48	382.63	59.83	44.65	37.67	33.73	
49	393.39	61.35	45.74	38.55	34.51	
50	404.30	62.88	46.84	39.45	35.30	
51	415.43	64.45	47.97	40.37		
52	426.76	66.04	49.11	41.31		
53	438.29	67.66	50.28	42.27		
54	450.03	69.31	51.46	43.24		
55	461.87	70.98	52.66	44.22		
56	473.92	72.68	53.88			
57	486.09	74.39	55.10			
58	498.41	76.12	56.35			
59	510.89	77.88	57.61			
60	523.42	79.64	58.88			

**These Rates are for Preferred Risks Only.**



# SEMI-ANNUAL PREMIUMS FOR \$1,000 INSURANCE.

## (1) Preferred Risks.

Age.	10 Year Semi- Annual.	15 Year Semi- Annual.	20 Year Semi- Annual.	25 Year Semi- Annual.	30 Year Semi- Annual.	Expect'n of Life. Years.
15-25	\$18.58	\$14.23	\$12.21	\$11.08	\$10.38	38
26	18.93	14.47	12.42	11.26	10.54	37
27	19.29	14.73	12.63	11.45	10.71	37
28	19.66	15.00	12.85	11.65	10.84	36
29	20.06	15.29	13.08	11.85	11.07	35
30	20.46	15.57	13.32	12.06	11.26	35
31	20.89	15.88	13.57	12.27	11.46	34
32	21.32	16.19	13.82	12.50	11.67	33
33	21.77	16.52	14.09	12.73	11.88	32
34	22.25	16.86	14.37	12.98	12.10	32
35	22.74	17.21	14.66	13.23	12.33	31
36	23.25	17.58	14.96	13.49	12.57	30
37	23.78	17.96	15.27	13.77	12.82	30
38	24.33	18.35	15.60	14.05	13.08	29
39	24.91	18.77	15.94	14.34	13.35	28
40	25.51	19.20	16.29	14.66	13.63	27
41	26.13	19.65	16.66	14.98	13.87	27
42	26.79	20.12	17.04	15.31	14.23	26
43	27.45	20.59	17.42	15.65	14.54	25
44	28.16	21.09	17.84	16.02	14.87	25
45	28.86	21.61	18.26	16.38	15.21	24
46	29.60	22.13	18.70	16.76		23
47	30.35	22.67	19.13	17.15		22
48	31.11	23.22	19.59	17.54		22
49	31.90	23.79	20.05	17.95		21
50	32.70	24.36	20.52	18.36		20
51	33.52	24.95	20.99			20
52	34.34	25.54	21.48			19
53	35.19	26.15	21.98			18
54	36.04	26.76	22.49			18
55	36.91	27.39	23.00			17
56	37.80	28.02				16
57	38.69	28.75				16
58	39.58	29.30				15
59	40.50	29.96				15
60	41.42	30.62				14

**These Rates are for Preferred Risks Only.**

# QUARTERLY PREMIUMS

## FOR

### \$1,000 INSURANCE.

#### (1) Preferred Risks.

Age.	10 Year Quarterly	15 Year Quarterly	20 Year Quarterly	25 Year Quarterly	30 Year Quarterly
15-25	\$9.47	\$7.25	\$6.22	\$5.65	\$5.29
26	9.65	7.38	6.33	5.74	5.37
27	9.83	7.51	6.44	5.84	5.46
28	10.02	7.64	6.55	5.93	5.55
29	10.22	7.79	6.67	6.04	5.64
30	10.43	7.94	6.79	6.14	5.74
31	10.64	8.09	6.92	6.25	5.84
32	10.86	8.25	7.04	6.37	5.95
33	11.10	8.42	7.18	6.49	6.05
34	11.34	8.59	7.32	6.61	6.17
35	11.59	8.77	7.47	6.74	6.28
36	11.85	8.96	7.63	6.88	6.41
37	12.12	9.15	7.78	7.02	6.53
38	12.40	9.35	7.95	7.16	6.67
39	12.69	9.57	8.12	7.31	6.80
40	13.00	9.79	8.30	7.47	6.95
41	13.32	10.01	8.49	7.63	7.10
42	13.65	10.25	8.68	7.80	7.25
43	13.99	10.50	8.88	7.98	7.41
44	14.35	10.75	9.09	8.16	7.58
45	14.71	11.01	9.31	8.35	7.75
46	15.09	11.28	9.53	8.54	
47	15.47	11.56	9.75	8.74	
48	15.86	11.83	9.98	8.94	
49	16.26	12.12	10.22	9.15	
50	16.66	12.41	10.46	9.36	
51	17.08	12.71	10.70		
52	17.50	13.02	10.95		
53	17.93	13.33	11.20		
54	18.37	13.64	11.46		
55	18.81	13.96	11.72		
56	19.26	14.28			
57	19.71	14.60			
58	20.17	14.93			
59	20.64	15.27			
60	21.11	15.60			

**These Rates are for Preferred Risks Only.**

**ANNUAL PREMIUMS**

FOR

**\$1,000 INSURANCE.****(2) Ordinary Risks.**

Age.	Single Premium.	10 Year Annual.	15 Year Annual.	20 Year Annual.	25 Year Annual.	30 Year Annual.
15-25	\$268.85	\$43.82	\$33.16	\$28.25	\$25.48	\$23.76
26	274.27	44.59	33.71	28.69	25.88	24.11
27	279.85	45.37	34.27	29.16	26.28	24.48
28	285.63	46.19	34.86	29.63	26.70	24.86
29	291.56	47.02	35.45	30.13	27.13	25.26
30	297.72	47.89	36.08	30.63	27.58	25.66
31	304.10	48.78	36.72	31.16	28.04	26.08
32	310.62	49.70	37.38	31.70	28.51	26.51
33	317.40	50.66	38.06	32.26	29.00	26.96
34	324.39	51.64	38.77	32.84	29.51	27.43
35	331.58	52.65	39.50	33.44	30.03	27.90
36	339.05	53.70	40.25	34.05	30.57	28.39
37	346.74	54.78	41.03	34.69	31.13	28.90
38	354.69	55.90	41.83	35.35	31.71	29.43
39	362.90	57.06	42.66	36.00	32.30	29.97
40	371.39	58.25	43.51	36.73	32.92	30.53
41	380.17	59.49	44.41	37.46	33.55	31.11
42	389.23	60.76	45.32	38.21	34.21	31.71
43	398.56	62.07	46.26	38.98	34.88	32.32
44	408.16	63.42	47.23	39.74	35.58	32.96
45	417.94	64.80	48.22	40.55	36.29	33.60
46	427.94	66.21	49.23	41.41	37.01	
47	438.13	67.64	50.26	42.25	37.75	
48	448.46	69.09	51.30	43.11	38.50	
49	458.97	70.57	52.36	43.98	39.26	
50	469.63	72.07	53.44	44.86	40.03	
51	480.44	73.59	54.54	45.75		
52	491.40	75.14	55.64	46.66		
53	502.47	76.69	56.76	47.58		
54	513.64	78.26	57.89	48.50		
55	524.90	79.85	59.03	49.43		
56	536.30	81.45	60.18			
57	547.76	83.06	61.34			
58	559.30	84.69	62.50			
59	570.89	86.31	63.67			
60	582.50	87.95	64.86			



# SEMI-ANNUAL PREMIUMS

## FOR

# \$1,000 INSURANCE.

### (2) Ordinary Risks.

Age.	10 Year Semi-Ann'l.	15 Year Semi-Ann'l.	20 Year Semi-Ann'l.	25 Year Semi-Ann'l.	30 Year Semi-Ann'l.
15-25	\$22.79	\$17.25	\$14.69	\$13.25	\$12.36
26	23.19	17.53	14.92	13.46	12.54
27	23.60	17.82	15.17	13.67	12.73
28	24.02	18.13	15.41	13.89	12.93
29	24.45	18.44	15.67	14.11	13.14
30	24.90	18.76	15.93	14.34	13.35
31	25.37	19.10	16.21	14.58	13.56
32	25.85	19.44	16.49	14.83	13.79
33	26.35	19.79	16.78	15.08	14.02
34	26.86	20.16	17.08	15.35	14.26
35	27.38	20.54	17.39	15.62	14.51
36	27.93	20.93	17.71	15.90	14.76
37	28.49	21.34	18.04	16.19	15.03
38	29.07	21.75	18.38	16.49	15.31
39	29.67	22.19	18.72	16.80	15.59
40	30.29	22.63	19.10	17.12	15.88
41	30.94	23.10	19.48	17.45	16.18
42	31.60	23.57	19.87	17.79	16.49
43	32.28	24.06	20.27	18.14	16.81
44	32.98	24.56	20.67	18.50	17.14
45	33.70	25.08	21.09	18.87	17.47
46	34.43	25.60	21.54	19.25	
47	35.18	26.14	21.97	19.63	
48	35.93	26.68	22.42	20.02	
49	36.70	27.23	22.87	20.42	
50	37.48	27.79	23.33	20.82	
51	38.27	28.36	23.79		
52	39.07	28.94	24.27		
53	39.88	29.52	24.74		
54	40.70	30.11	25.22		
55	41.52	30.70	25.71		
56	42.36	31.30			
57	43.19	31.90			
58	44.04	32.50			
59	44.88	33.11			
60	45.74	33.73			

**QUARTERLY PREMIUMS**  
**FOR**  
**\$1,000 INSURANCE.**  
**(2) Ordinary Risks.**

Age.	10 Year Quarterly.	15 Year Quarterly.	20 Year Quarterly.	25 Year Quarterly.	30 Year Quarterly.
15-25	\$11.61	\$ 8.79	\$ 7.49	\$ 6.75	\$6.30
26	11.82	8.93	7.60	6.86	6.39
27	12.02	9.08	7.73	6.97	6.49
28	12.24	9.24	7.85	7.08	6.59
29	12.46	9.40	7.98	7.19	6.70
30	12.69	9.56	8.12	7.31	6.80
31	12.93	9.73	8.26	7.43	6.91
32	13.17	9.91	8.40	7.56	7.03
33	13.42	10.09	8.55	7.69	7.15
34	13.69	10.28	8.70	7.82	7.27
35	13.95	10.47	8.86	7.96	7.39
36	14.23	10.67	9.02	8.10	7.52
37	14.52	10.87	9.19	8.25	7.66
38	14.81	11.08	9.37	8.40	7.80
39	15.12	11.30	9.54	8.56	7.94
40	15.44	11.53	9.73	8.72	8.09
41	15.77	11.77	9.93	8.89	8.25
42	16.10	12.01	10.13	9.07	8.40
43	16.45	12.26	10.33	9.24	8.56
44	16.81	12.52	10.53	9.43	8.74
45	17.17	12.78	10.75	9.62	8.91
46	17.55	13.05	10.97	9.81	
47	17.93	13.32	11.20	10.01	
48	18.31	13.60	11.43	10.20	
49	18.70	13.88	11.66	10.41	
50	19.10	14.16	11.89	10.61	
51	19.50	14.45	12.13		
52	19.91	14.74	12.37		
53	20.32	15.04	12.61		
54	20.74	15.34	12.85		
55	21.16	15.64	13.10		
56	21.59	15.95			
57	22.01	16.26			
58	22.44	16.56			
59	22.87	16.87			
60	23.31	17.19			

# ANNUAL PREMIUMS

## FOR

### \$1,000 INSURANCE.

#### (3) Under Average Risks.

Age.	Single Premium.	10 Year Annual.	15 Year Annual.	20 Year Annual.	25 Year Annual.	30 Year Annual.
15-25	\$352.24	\$55.56	\$41.58	\$35.15	\$31.53	\$29.26
26	358.12	56.38	42.18	35.64	31.95	29.65
27	364.15	57.22	42.79	36.13	32.39	30.05
28	370.34	58.10	43.41	36.64	32.84	30.46
29	376.69	58.99	44.05	37.17	33.30	30.88
30	383.19	59.91	44.71	37.71	33.77	31.31
31	389.87	60.85	45.33	38.26	34.25	31.75
32	396.70	61.81	46.08	38.82	34.74	32.20
33	403.70	62.79	46.78	39.40	35.26	32.66
34	410.90	63.81	47.51	40.03	35.78	33.14
35	418.26	64.85	48.25	40.61	36.31	33.62
36	425.81	65.91	49.02	41.23	36.86	34.12
37	433.56	66.97	49.80	41.87	37.42	34.63
38	441.50	68.12	50.60	42.53	38.00	35.16
39	449.66	69.26	51.43	43.21	38.59	35.70
40	458.03	70.44	52.27	43.90	39.19	36.25
41	466.62	71.65	53.14	44.61	39.82	36.80
42	475.42	72.89	54.03	45.34	40.45	37.40
43	484.41	74.15	54.94	46.08	41.11	37.99
44	493.58	75.44	55.86	46.84	41.77	38.60
45	502.90	76.75	56.80	47.61	42.45	39.21
46	512.33	78.08	57.76	48.39	43.13	
47	521.89	79.42	58.72	49.18	43.82	
48	531.54	80.78	59.70	49.98	44.52	
49	541.30	82.16	60.68	50.79	45.23	
50	551.14	83.54	61.68	51.60	45.94	
51	561.07	84.94	62.68	52.43		
52	571.05	86.34	63.69	53.25		
53	581.10	87.76	64.70	54.08		
54	591.19	89.18	65.72	54.92		
55	601.32	90.60	66.75	55.76		
56	611.48	92.03	67.77			
57	621.66	93.46	68.80			
58	631.85	94.90	69.83			
59	642.04	96.33	70.86			
60	652.19	97.76	71.89			

# SEMI-ANNUAL PREMIUMS

## FOR

### \$1,000 INSURANCE.

#### (3) Under Average Risks.

Age.	10 Year Semi-Ann'l.	15 Year Semi-Ann'l.	20 Year Semi-Ann'l.	25 Year Semi-Ann'l.	30 Year Semi-Ann'l.
15-25	\$28.89	\$21.62	\$18.28	\$16.40	\$15.22
26	29.32	21.94	18.54	16.62	15.42
27	29.76	22.25	18.79	16.85	15.63
28	30.21	22.58	19.05	17.08	15.84
29	30.68	22.91	19.33	17.32	16.06
30	31.16	23.25	19.61	17.56	16.28
31	31.64	23.57	19.90	17.81	16.51
32	32.14	23.96	20.19	18.07	16.75
33	32.65	24.33	20.49	18.34	16.99
34	33.18	24.71	20.82	18.61	17.24
35	33.72	25.09	21.12	18.88	17.48
36	34.28	25.49	21.44	19.17	17.74
37	34.83	25.90	21.77	19.46	18.01
38	35.42	26.31	22.12	19.76	18.29
39	36.02	26.75	22.47	20.07	18.57
40	36.63	27.18	22.83	20.38	18.85
41	37.26	27.64	23.20	20.71	19.14
42	37.91	28.10	23.58	21.04	19.45
43	38.56	28.57	23.96	21.38	19.76
44	39.23	29.05	24.36	21.72	20.07
45	39.91	29.54	24.76	22.07	20.39
46	40.60	30.04	25.17	22.43	
47	41.30	30.54	25.58	22.79	
48	42.01	31.05	25.99	23.15	
49	42.73	31.56	26.41	23.52	
50	43.44	32.08	26.83	23.89	
51	44.17	32.60	27.27		
52	44.90	33.12	27.69		
53	45.64	33.65	28.12		
54	46.37	34.18	28.56		
55	47.11	34.71	29.00		
56	47.86	35.24			
57	48.60	35.78			
58	49.35	36.31			
59	50.09	36.85			
60	50.84	37.39			

# QUARTERLY PREMIUMS

## FOR

### \$1,000 INSURANCE.

**(3) Under Average Risks.**

Age.	10 Year Quarterly.	15 Year Quarterly.	20 Year Quarterly.	25 Year Quarterly.	30 Year Quarterly.
15-25	\$14.72	\$11.02	\$ 9.32	\$ 8.35	\$ 7.76
26	14.94	11.18	9.45	8.47	7.86
27	15.16	11.34	9.58	8.58	7.96
28	15.40	11.50	9.71	8.70	8.07
29	15.63	11.67	9.85	8.83	8.18
30	15.88	11.85	9.99	8.95	8.30
31	16.13	12.01	10.14	9.08	8.42
32	16.38	12.21	10.29	9.21	8.53
33	16.64	12.40	10.44	9.35	8.66
34	16.91	12.59	10.61	9.48	8.78
35	17.19	12.79	10.76	9.62	8.91
36	17.47	12.99	10.93	9.77	9.04
37	17.75	13.20	11.10	9.92	9.18
38	18.05	13.41	11.27	10.07	9.32
39	18.36	13.63	11.45	10.23	9.46
40	18.67	13.85	11.63	10.39	9.61
41	18.99	14.08	11.82	10.55	9.75
42	19.32	14.32	12.02	10.72	9.91
43	19.65	14.56	12.21	10.90	10.07
44	19.97	14.80	12.41	11.07	10.23
45	20.34	15.05	12.62	11.25	10.39
46	20.69	15.31	12.82	11.43	
47	21.05	15.56	13.03	11.61	
48	21.41	15.82	13.25	11.80	
49	21.77	16.08	13.46	11.99	
50	22.14	16.35	13.68	12.18	
51	22.51	16.61	13.89		
52	22.88	16.88	14.11		
53	23.26	17.15	14.33		
54	23.63	17.42	14.55		
55	24.01	17.69	14.78		
56	24.39	17.96			
57	24.77	18.23			
58	25.15	18.51			
59	25.53	18.78			
60	25.91	19.05			

**NON-PARTICIPATING RATE**  
**ANNUAL PREMIUMS**  
 FOR  
**\$1,000 INSURANCE.**

**(4) Preferred Risks Only.**

Age.	Single Premium.	10 Year Annual.	15 Year Annual.	20 Year Annual.	25 Year Annual.	30 Year Annual.
15-25	\$170.54	\$29.99	\$23.23	\$20.11	\$18.36	\$17.26
26	174.65	30.57	23.64	20.45	18.66	17.54
27	178.96	31.18	24.08	20.81	18.97	17.82
28	183.43	31.81	24.53	21.18	19.29	18.11
29	188.11	32.47	25.00	21.57	19.64	18.42
30	192.97	33.14	25.49	21.97	19.99	18.75
31	198.11	33.87	26.02	22.39	20.34	19.09
32	203.44	34.62	26.55	22.83	20.75	19.44
33	209.05	35.41	27.12	23.29	21.15	19.81
34	214.86	36.23	27.71	23.78	21.57	20.19
35	220.95	37.08	28.32	24.28	22.01	20.59
36	227.31	37.98	28.97	24.81	22.48	21.01
37	234.00	38.92	29.64	25.36	22.96	21.46
38	241.00	39.91	30.39	25.94	23.47	21.92
39	248.33	40.94	31.09	26.55	23.99	22.40
40	256.00	42.02	31.86	27.18	24.55	22.91
41	264.08	43.16	32.68	27.85	25.14	23.44
42	272.49	44.34	33.53	28.55	25.75	23.99
43	281.33	45.58	34.42	29.28	26.39	24.58
44	290.45	46.87	35.34	30.03	27.05	25.19
45	299.88	48.19	36.30	30.82	27.74	25.81
46	309.64	49.57	37.28	31.62	28.44	
47	319.66	50.98	38.29	32.45	29.17	
48	329.96	52.43	39.33	33.31	29.91	
49	340.59	53.92	40.41	34.18	30.68	
50	351.42	55.44	41.50	35.08	31.46	
51	362.52	57.00	42.62	36.00		
52	373.89	58.60	43.77	36.94		
53	385.53	60.24	44.95	37.90		
54	397.40	61.91	46.15	38.90		
55	409.46	63.61	47.36	39.88		
56	421.76	65.34	48.61			
57	434.26	67.19	49.87			
58	447.00	68.98	51.16			
59	459.87	70.79	52.46			
60	472.98	72.64	53.78			



## NON-PARTICIPATING RATE

## SEMI-ANNUAL PREMIUMS

FOR

## \$1,000 INSURANCE.

## (4) Preferred Risks Only.

Age.	10 Year Semi-Ann'l.	15 Year Semi-Ann'l.	20 Year Semi-Ann'l.	25 Year Semi-Ann'l.	30 Year Semi-Ann'l.
15-25	\$15.60	\$12.08	\$10.46	\$ 9.55	\$ 8.96
26	15.90	12.30	10.63	9.70	9.12
27	16.22	12.52	10.82	9.86	9.27
28	16.54	12.76	11.01	10.03	9.42
29	16.89	13.00	11.22	10.21	9.58
30	17.24	13.26	11.42	10.39	9.75
31	17.61	13.53	11.64	10.58	9.93
32	17.98	13.81	11.87	10.79	10.11
33	18.42	14.10	12.11	11.00	10.30
34	18.84	14.41	12.37	11.22	10.50
35	19.28	14.73	12.63	11.45	10.71
36	19.75	15.07	12.90	11.69	10.93
37	20.24	15.42	13.19	11.94	11.16
38	20.76	15.81	13.49	12.20	11.40
39	21.29	16.17	13.81	12.47	11.65
40	21.85	16.57	14.13	12.77	11.91
41	22.45	17.00	14.48	13.07	12.19
42	23.06	17.44	14.85	13.39	12.47
43	23.70	17.90	15.23	13.72	12.78
44	24.37	18.38	15.62	14.07	13.10
45	25.06	18.88	16.03	14.42	13.42
46	25.78	19.39	16.44	14.79	
47	26.51	19.91	16.87	15.17	
48	27.27	20.45	17.32	15.55	
49	28.04	21.02	17.77	15.95	
50	28.83	21.58	18.24	16.36	
51	29.64	22.16	18.72		
52	30.47	22.76	19.21		
53	31.33	23.38	19.71		
54	32.20	24.00	20.23		
55	33.08	24.63	20.74		
56	33.98	25.28			
57	34.94	25.93			
58	35.88	26.61			
59	36.81	27.28			
60	37.78	28.97			

**NON-PARTICIPATING RATE**  
**QUARTERLY PREMIUMS**  
 FOR  
**\$1,000 INSURANCE.**  
**(4) Preferred Risks Only.**

Age.	10 Year Quarterly.	15 Year Quarterly.	20 Year Quarterly.	25 Year Quarterly.	30 Year Quarterly.
15-25	\$ 7.95	\$ 6.16	\$ 5.33	\$4.87	\$4.57
26	8.10	6.27	5.42	4.94	4.65
27	8.26	6.38	5.51	5.02	4.72
28	8.43	6.50	5.61	5.11	4.80
29	8.61	6.63	5.72	5.20	4.88
30	8.78	6.76	5.82	5.30	4.97
31	8.95	6.90	5.94	5.40	5.06
32	9.18	7.04	6.05	5.50	5.15
33	9.38	7.19	6.17	5.60	5.25
34	9.60	7.34	6.30	5.72	5.35
35	9.83	7.51	6.43	5.84	5.46
36	10.07	7.68	6.57	5.96	5.57
37	10.32	7.86	6.72	6.08	5.69
38	10.58	8.05	6.87	6.22	5.81
39	10.85	8.24	7.04	6.37	5.94
40	11.14	8.44	7.20	6.51	6.07
41	11.44	8.66	7.38	6.66	6.21
42	11.75	8.89	7.57	6.82	6.36
43	12.08	9.12	7.76	6.99	6.51
44	12.42	9.37	7.96	7.17	6.68
45	12.77	9.62	8.17	7.35	6.84
46	13.14	9.86	8.38	7.54	
47	13.51	10.15	8.60	7.72	
48	13.90	10.42	8.83	7.95	
49	14.29	10.71	9.06	8.13	
50	14.69	11.00	9.30	8.34	
51	15.11	11.30	9.54		
52	15.53	11.60	9.79		
53	15.96	11.91	10.04		
54	16.41	12.23	10.31		
55	16.86	12.55	10.57		
56	17.32	12.88			
57	17.81	13.21			
58	18.28	13.56			
59	18.76	13.90			
60	19.25	14.25			



## GROSS SINGLE PREMIUM.

The following table gives the Gross Single Premium or total cost of \$1,000 of insurance, at ages stated, and under the various classifications of risks, which will be used when the insured desires to make one single payment and secure a paid-up policy at once.

Age.	Gross Single Premium "Preferred."	Gross Single Premium "Ordinary."	Gross Single Premium. "Underaverage."	Gross Single Premium "Non-Participating."
25	\$262.76	\$324.70	\$411.70	\$222.22
26	269.72	330.41	417.77	226.52
27	274.83	336.19	424.00	231.04
28	280.17	342.27	430.52	235.71
29	285.80	348.42	437.11	240.60
30	291.58	354.86	443.93	245.56
31	297.58	361.36	450.90	250.97
32	303.73	378.27	458.01	256.53
33	310.25	375.39	465.27	262.38
34	317.00	382.65	472.83	268.46
35	324.04	390.13	480.55	274.76
36	331.30	397.92	488.39	281.43
37	338.86	405.92	496.24	288.40
38	346.71	414.22	504.77	295.73
39	354.94	422.81	513.21	303.36
40	363.53	431.63	521.96	311.36
41	372.35	440.82	530.92	319.81
42	381.68	450.23	540.12	328.56
43	391.16	459.94	549.45	337.74
44	401.17	469.94	559.01	347.30
45	411.25	480.16	568.72	357.08
46	421.77	490.61	578.57	367.31
47	432.44	501.21	588.50	377.76
48	443.34	511.95	598.58	388.50
49	454.60	522.98	608.80	399.54
50	466.04	534.04	619.03	410.81
51	477.57	535.30	629.40	422.37
52	489.55	556.78	640.78	434.22
53	501.36	568.17	650.80	446.37
54	513.58	579.90	660.82	458.75
55	525.96	591.68	671.30	471.35
56	538.56	603.54	681.90	484.17
57	551.23	615.47	692.54	497.87
58	564.05	627.55	703.20	511.14
59	577.10	639.56	713.80	524.55
60	590.12	650.70	724.40	538.26

**DEFERRED PREMIUM LIEN ILLUSTRATION.**

Upon page 21 is given the gross single premium at different ages and different tables for \$1,000 insurance where the same is paid in advance in one single payment. Such gross premium represents the actual cost of \$1,000 insurance at ages stated. If instead of making a full single payment in advance the insured elects to pay an annual installment as per the annual tables, the transaction resolves itself into a partial cash payment and a loan or forbearance of the balance. The net single premium, as per annual tables becomes a deferred premium lien and is charged against the policy. As the entire first year's installment is used for expenses and mortuary purposes no credit is made against the deferred premium the first year. At the end of the first year five per cent. interest upon the loan is added and the net portion of the second annual installment is deducted. This process is repeated from year to year until the time of payment of the last annual installment which exactly extinguishes the loan.

**A 10 Payment Policy, "Preferred Risk," at Ages 25 and 35.**

	<b>Age 25.</b>	<b>Age 35.</b>
Net Single Premium at issue,.....	\$211.30	\$258.15
One year's interest, 5 per cent.,.....	10.57	13.41
	<hr/> 221.87	<hr/> 281.56
Net annual installment,.....	29.73	37.73
Lien beginning 2d year,.....	192.14	243.83
One year's interest,.....	9.61	12.19
	<hr/> 201.75	<hr/> 256.02
Net annual installment,.....	29.73	37.73
Lien beginning 3d year,.....	172.02	218.29
One year's interest,.....	8.60	10.92
	<hr/> 180.62	<hr/> 229.21
Net annual installment,.....	29.73	37.73
Lien beginning 4th year,.....	150.89	191.48
One year's interest,.....	7.55	9.58
	<hr/> 158.44	<hr/> 201.06
Net annual installment,.....	29.73	37.73
Lien beginning 5th year,.....	128.71	163.33
One year's interest,.....	6.44	8.17
	<hr/> 135.15	<hr/> 171.50
Net annual installment,.....	29.73	37.73
Lien beginning 6th year,.....	105.42	133.77
One year's interest,.....	5.27	6.69
	<hr/> 110.69	<hr/> 140.46
Net annual installment,.....	29.73	37.73
Lien beginning 7th year,.....	80.96	102.73
One year's interest,.....	4.05	5.14
	<hr/> 85.01	<hr/> 107.87
Net annual installment,.....	29.73	37.73
Lien beginning 8th year,.....	55.28	70.14
One year's interest,.....	2.76	3.51
	<hr/> 58.04	<hr/> 73.65
Net annual installment,.....	29.73	37.73
Lien beginning 9th year,.....	28.31	35.92
One year's interest,.....	1.42	1.80
	<hr/> 29.73	<hr/> 37.72
Net annual installment,.....	29.73	37.73
Lien beginning 10th year,.....	.00	.00

## TABLE.

## 10 PAYMENT, "PREFERRED."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	4th Year.	5th Year.	6th Year.	7th Year.	8th Year.	9th Year.	10th Year.
25	\$35.73	\$789	\$808	\$828	\$849	\$871	\$895	\$919	\$945	\$972	\$1000
26	36.40	784	804	824	846	868	892	917	944	971	1000
27	37.09	779	799	820	842	865	890	915	942	970	1000
28	37.81	774	794	816	839	862	887	913	941	970	1000
29	38.57	769	790	812	835	859	885	911	939	969	1000
30	39.35	763	784	807	831	856	882	909	938	968	1000
31	40.16	757	779	802	827	852	879	907	937	968	1000
32	40.99	751	774	797	822	848	876	905	935	967	1000
33	41.87	745	768	792	818	845	873	902	933	966	1000
34	42.78	739	762	787	813	841	870	900	932	965	1000
35	43.73	732	756	782	808	837	866	897	930	964	1000
36	44.71	725	750	776	804	832	863	895	928	963	1000
37	45.73	718	743	770	798	828	859	892	926	962	1000
38	46.79	710	736	764	793	823	855	889	924	961	1000
39	47.90	702	729	757	787	818	851	886	922	960	1000
40	49.06	694	722	751	781	814	847	883	920	959	1000
41	50.25	685	714	744	775	808	843	879	918	958	1000
42	51.51	677	706	737	769	803	839	876	915	957	1000
43	52.79	667	698	729	762	797	834	873	913	955	1000
44	54.14	658	689	721	756	792	829	869	911	954	1000
45	55.50	648	680	714	749	786	824	865	908	953	1000
46	56.92	638	671	705	742	780	819	861	905	952	1000
47	58.36	628	662	697	734	773	814	857	903	950	1000
48	59.83	617	652	698	727	767	809	853	900	949	1000
49	61.35	607	642	680	719	760	804	849	897	947	1000
50	62.88	596	632	671	711	754	798	845	894	946	1000
51	64.45	585	622	662	703	747	793	841	891	944	1000
52	66.04	573	612	653	695	740	787	836	888	943	1000
53	67.66	562	601	643	687	733	781	832	885	941	1000
54	69.31	550	591	634	679	726	775	828	882	940	1000
55	70.98	538	580	624	670	719	770	823	879	938	1000
56	72.68	526	569	614	662	711	764	818	876	937	1000
57	74.39	513	558	604	653	704	758	814	873	935	1000
58	76.12	502	547	594	644	696	751	809	870	933	1000
59	77.88	489	535	584	635	689	745	804	866	932	1000
60	79.64	477	524	574	626	681	739	799	863	930	1000

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

TABLE.

## 10 PAYMENT, "ORDINARY."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	4th Year.	5th Year.	6th Year.	7th Year.	8th Year.	9th Year.	10th Year.
25	\$43.82	\$731	\$756	\$781	\$808	\$836	\$866	\$897	\$930	\$964	\$1000
26	44.59	726	751	777	804	833	863	895	928	963	1000
27	45.37	720	746	772	800	830	860	893	927	963	1000
28	46.19	714	740	767	796	826	858	891	925	962	1000
29	47.02	708	735	763	792	822	855	888	924	961	1000
30	47.89	702	729	758	787	819	851	886	922	960	1000
31	48.78	696	723	752	783	815	848	883	920	959	1000
32	49.70	689	718	747	778	811	845	881	919	958	1000
33	50.66	683	711	742	773	807	842	878	917	958	1000
34	51.64	676	705	736	768	802	838	876	915	957	1000
35	52.65	668	698	730	763	798	835	873	913	956	1000
36	53.70	661	692	724	758	793	831	870	911	955	1000
37	54.78	653	685	718	752	789	827	867	909	954	1000
38	55.90	645	677	711	747	784	823	864	907	952	1000
39	57.06	637	670	705	741	779	819	861	905	951	1000
40	58.25	629	662	698	735	774	815	858	903	950	1000
41	59.49	620	654	691	729	768	810	854	901	949	1000
42	60.76	611	646	683	722	763	806	851	898	948	1000
43	62.07	601	638	676	715	757	801	847	896	947	1000
44	63.42	592	629	668	709	751	796	844	893	945	1000
45	64.80	582	620	660	702	745	792	840	891	944	1000
46	66.21	572	611	652	694	739	787	836	888	943	1000
47	67.64	562	602	643	687	733	781	832	885	941	1000
48	69.09	552	592	635	680	727	776	828	883	940	1000
49	70.57	541	583	626	672	720	771	824	880	938	1000
50	72.07	530	573	618	665	714	766	820	877	937	1000
51	73.59	520	563	609	657	707	760	816	874	936	1000
52	75.14	509	553	600	649	701	755	812	872	934	1000
53	76.69	498	543	591	641	694	749	807	869	933	1000
54	78.26	486	533	582	633	687	744	803	866	931	1000
55	79.85	475	523	573	625	680	738	799	863	930	1000
56	81.45	464	512	563	617	673	732	795	860	928	1000
57	83.06	452	502	554	609	666	727	790	857	927	1000
58	84.69	441	491	545	601	659	721	786	854	925	1000
59	86.31	429	481	535	592	652	715	781	851	923	1000
60	87.95	418	470	526	584	645	709	777	848	922	1000

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

TABLE.

## 10 PAYMENT, "UNDER AVERAGE."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	4th Year.	5th Year.	6th Year.	7th Year.	8th Year.	9th Year.	10th Year.
25	\$55.56	\$648	\$680	\$713	\$748	\$785	\$824	\$865	\$908	\$953	\$1000
26	56.38	642	674	708	744	782	821	863	906	952	1000
27	57.22	636	669	704	740	778	818	860	905	951	1000
28	58.10	630	663	699	736	774	815	858	903	950	1000
29	58.99	623	657	693	731	771	812	856	901	949	1000
30	59.91	617	652	688	726	767	809	853	900	949	1000
31	60.85	610	645	683	722	763	806	851	898	948	1000
32	61.81	603	639	677	717	758	802	848	896	947	1000
33	62.79	596	633	671	712	754	799	845	894	946	1000
34	63.81	589	626	665	707	750	795	843	893	945	1000
35	64.85	582	620	660	701	745	791	840	891	944	1000
36	65.91	574	613	653	696	741	788	837	889	943	1000
37	66.97	566	606	647	690	736	784	834	886	942	1000
38	68.12	559	599	641	685	731	780	831	885	941	1000
39	69.26	550	591	634	679	726	776	828	882	940	1000
40	70.44	542	584	627	673	721	772	825	880	939	1000
41	71.65	533	576	620	667	716	767	821	878	937	1000
42	72.89	525	568	613	661	710	763	818	876	936	1000
43	74.15	516	560	606	654	705	758	814	873	935	1000
44	75.44	506	551	598	648	699	754	811	871	934	1000
45	76.75	497	543	591	641	694	749	807	868	933	1000
46	78.08	488	534	583	634	688	744	804	866	931	1000
47	79.42	478	525	575	627	682	740	800	863	930	1000
48	80.78	468	517	567	620	676	735	796	861	929	1000
49	82.16	459	508	559	613	670	730	793	858	928	1000
50	83.54	449	499	551	606	664	725	789	856	926	1000
51	84.94	439	490	543	600	658	720	785	853	925	1000
52	86.34	429	481	535	592	652	715	781	851	923	1000
53	87.76	419	472	527	585	646	710	777	848	922	1000
54	89.18	409	462	519	578	640	705	774	845	921	1000
55	90.60	399	453	510	571	634	700	770	843	919	1000
56	92.03	389	444	502	563	628	695	766	840	918	1000
57	93.46	378	435	494	556	621	690	762	837	917	1000
58	94.90	368	425	486	549	615	685	758	835	915	1000
59	96.33	358	416	477	542	609	680	754	832	914	1000
60	97.76	348	407	469	534	603	675	750	829	913	1000

This table applies to policies of \$1000.

For other amounts use corresponding multiple.



## TABLE.

## 15 PAYMENT, "PREFERRED."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	4th Year.	5th Year.	6th Year.	7th Year.
25	\$27.35	\$789	\$799	\$811	\$823	\$835	\$848	\$862
26	27.83	784	795	807	819	831	845	859
27	28.33	779	790	802	815	828	841	856
28	28.84	774	785	798	810	824	838	852
29	29.39	769	780	793	806	819	834	849
30	29.94	763	775	788	801	815	830	845
31	30.53	757	770	783	796	811	826	842
32	31.13	751	764	777	791	806	821	838
33	31.76	745	758	772	786	801	817	834
34	32.41	739	752	766	781	796	812	829
35	33.09	732	746	760	775	791	807	825
36	33.80	725	739	754	769	785	802	820
37	34.53	718	732	747	763	780	797	816
38	35.29	710	725	740	757	774	792	811
39	36.99	702	718	733	750	768	786	806
40	36.92	694	710	726	743	761	780	800
41	37.78	685	702	718	736	755	774	795
42	38.68	677	693	710	729	748	768	789
43	39.60	667	684	702	721	741	761	783
44	40.56	658	675	694	713	733	754	777
45	41.55	648	666	685	705	726	747	770
46	42.56	638	657	676	696	718	740	764
47	43.60	628	647	667	688	710	733	757
48	44.65	617	637	657	679	701	725	750
49	45.74	607	627	648	670	693	718	743
50	46.84	596	616	638	661	685	710	736
51	47.97	585	606	628	651	676	702	729
52	49.11	573	595	618	642	667	694	721
53	50.28	562	584	608	632	658	685	714
54	51.46	550	573	597	622	649	677	706
55	52.66	538	562	586	612	640	668	698
56	53.88	526	550	576	602	630	660	691
57	55.10	514	539	565	592	621	651	683
58	56.35	502	527	554	582	611	642	675
59	57.61	489	515	543	571	601	633	666
60	58.88	477	503	531	561	592	624	658

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

## TABLE.

## 15 PAYMENT, "PREFERRED."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	8th Year.	9th Year.	10th Year.	11th Year.	12th Year.	13th Year.	14th Year.	15th Year.
25	\$876	\$892	\$908	\$924	\$942	\$960	\$980	\$1000
26	874	889	906	923	941	959	979	1000
27	871	887	903	921	939	959	979	1000
28	868	884	901	919	938	957	978	1000
29	865	881	899	917	936	957	978	1000
30	861	878	896	915	935	955	977	1000
31	858	876	894	913	933	954	977	1000
32	855	872	891	911	932	953	976	1000
33	851	869	888	909	930	952	975	1000
34	847	866	886	906	928	951	975	1000
35	843	863	883	904	926	950	974	1000
36	839	859	880	901	924	948	973	1000
37	835	855	876	899	922	947	973	1000
38	830	851	873	896	920	945	972	1000
39	826	847	870	893	918	944	971	1000
40	821	843	866	890	916	943	971	1000
41	816	839	862	887	914	941	970	1000
42	811	834	859	884	911	939	969	1000
43	806	829	855	881	908	938	968	1000
44	800	825	850	877	906	936	967	1000
45	794	820	846	874	903	934	966	1000
46	788	814	842	870	900	932	965	1000
47	782	809	837	867	898	930	964	1000
48	776	804	833	863	895	928	963	1000
49	770	798	828	859	892	926	962	1000
50	764	793	823	855	889	924	961	1000
51	757	787	818	851	886	922	960	1000
52	751	781	813	847	883	920	959	1000
53	744	775	808	843	879	918	958	1000
54	737	769	803	839	876	915	957	1000
55	730	763	798	835	873	913	956	1000
56	723	757	793	830	870	911	954	1000
57	716	751	787	826	866	909	953	1000
58	709	744	782	821	863	906	952	1000
59	701	738	777	817	859	904	951	1000
60	694	732	771	813	856	902	950	1000

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

TABLE.

## 15 PAYMENT, "ORDINARY."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	4th Year.	5th Year.	6th Year.	7th Year.
25	\$33.16	\$731	\$745	\$759	\$774	\$790	\$807	\$824
26	33.71	726	740	754	770	786	803	821
27	34.27	720	734	749	765	782	799	817
28	34.86	714	729	744	760	777	795	814
29	35.45	708	723	739	755	773	791	810
30	36.08	702	717	733	750	768	786	807
31	36.72	696	711	728	745	763	782	802
32	37.38	689	705	722	739	758	777	797
33	38.06	683	699	716	734	752	772	793
34	38.77	676	692	710	728	747	767	788
35	39.50	668	685	703	722	741	762	784
36	40.25	661	678	696	716	735	757	779
37	41.03	653	671	690	709	730	751	774
38	41.83	645	663	682	702	723	745	768
39	42.66	637	656	675	695	717	739	763
40	43.51	629	647	667	688	710	733	757
41	44.41	620	639	660	681	703	727	752
42	45.32	611	631	652	673	696	721	746
43	46.26	601	622	643	666	689	714	740
44	47.23	592	613	635	654	682	707	733
45	48.22	582	603	627	649	674	700	727
46	49.23	572	594	617	641	666	693	721
47	50.26	562	584	608	632	658	685	714
48	51.30	552	574	598	624	650	678	707
49	52.36	541	564	589	615	642	670	700
50	53.44	530	554	580	606	634	663	693
51	54.54	520	544	570	597	625	655	686
52	55.64	509	534	560	588	617	647	679
53	56.76	498	523	550	578	608	639	672
54	57.89	486	513	540	569	599	631	665
55	59.03	475	502	530	560	591	623	657
56	60.18	464	491	520	550	582	615	650
57	61.34	452	480	510	540	573	607	642
58	62.50	441	469	499	530	564	598	635
59	63.67	429	458	489	521	555	590	627
60	64.86	418	447	478	511	546	582	620

This table applies to policies of \$1000.

For other amounts use corresponding multiple.



TABLE.

## 15 PAYMENT, "ORDINARY."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	8th Year.	9th Year.	10th Year.	11th Year.	12th Year.	13th Year.	14th Year.	15th Year.
25	\$843	\$862	\$882	\$904	\$926	\$950	\$974	\$1000
26	840	859	880	902	923	949	974	1000
27	836	856	878	900	922	948	973	1000
28	833	854	875	898	921	946	973	1000
29	830	851	872	896	918	945	972	1000
30	826	847	870	893	917	944	971	1000
31	822	844	867	891	916	943	971	1000
32	818	841	864	889	915	942	970	1000
33	814	837	861	886	913	940	969	1000
34	810	834	858	884	912	939	969	1000
35	806	830	855	881	909	938	968	1000
36	802	826	852	879	907	936	967	1000
37	797	822	848	876	905	935	967	1000
38	793	818	845	873	902	933	965	1000
39	788	814	841	870	900	932	965	1000
40	783	809	837	867	898	930	964	1000
41	778	805	833	864	895	929	963	1000
42	773	800	830	861	893	927	963	1000
43	767	796	827	857	890	925	962	1000
44	761	791	822	854	887	923	961	1000
45	756	786	817	850	885	921	960	1000
46	750	781	813	847	882	920	959	1000
47	744	775	808	843	879	918	958	1000
48	738	770	804	839	877	916	957	1000
49	732	765	799	836	874	914	956	1000
50	725	759	795	832	871	912	955	1000
51	719	754	790	828	868	910	954	1000
52	713	748	785	824	865	908	953	1000
53	706	742	780	820	862	906	952	1000
54	700	737	775	816	859	904	951	1000
55	693	731	770	812	856	901	950	1000
56	687	725	765	808	852	899	948	1000
57	680	719	760	804	849	897	947	1000
58	673	713	755	800	846	895	946	1000
59	666	707	750	795	843	893	945	1000
60	660	701	745	792	840	891	944	1000

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

TABLE.

## 15 PAYMENT, "UNDER AVERAGE."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	4th Year.	5th Year.	6th Year.	7th Year.
25	\$41.58	\$648	\$666	\$685	\$704	\$725	\$747	\$770
26	42.18	642	660	679	699	721	743	766
27	42.79	636	654	674	694	716	739	762
28	43.41	630	649	668	689	711	734	758
29	44.05	623	643	663	684	706	730	754
30	44.71	617	636	657	678	701	725	750
31	45.33	610	630	651	673	696	720	745
32	46.08	603	624	645	667	691	715	741
33	46.78	596	617	639	661	685	710	736
34	47.51	589	610	632	655	679	705	732
35	48.25	582	603	625	649	674	700	727
36	49.02	574	596	619	643	668	694	722
37	49.80	566	589	612	636	662	689	717
38	50.60	559	581	605	630	656	683	712
39	51.43	550	573	597	623	649	677	706
40	52.27	542	565	590	616	643	671	701
41	53.14	533	557	582	608	636	665	695
42	54.03	525	549	574	601	629	659	690
43	54.94	516	540	566	594	622	652	684
44	55.86	506	532	558	586	615	646	678
45	56.80	497	523	550	578	608	639	672
46	57.76	488	514	541	570	600	632	665
47	58.72	478	505	533	562	593	625	659
48	59.70	468	496	524	554	585	618	653
49	60.68	459	486	515	546	578	611	647
50	61.68	449	477	507	538	570	604	640
51	62.68	439	468	498	529	562	597	634
52	63.69	429	458	489	521	555	590	627
53	64.71	419	449	480	512	547	583	621
54	65.72	409	439	471	504	539	575	614
55	66.75	399	429	462	495	531	568	607
56	67.77	389	420	452	487	523	561	601
57	68.80	378	410	443	478	515	554	594
58	69.83	368	400	434	470	507	546	587
59	70.86	358	391	425	461	499	539	581
60	71.89	348	381	416	453	491	532	574

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

TABLE.

## 15 PAYMENT, "UNDER AVERAGE."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	8th Year.	9th Year.	10th Year.	11th Year.	12th Year.	13th Year.	14th Year.	15th Year.
25	\$794	\$819	\$846	\$874	\$903	\$934	\$966	\$1000
26	791	816	843	872	901	933	965	1000
27	787	813	841	870	900	932	965	1000
28	783	810	838	867	898	930	964	1000
29	780	807	835	865	896	929	964	1000
30	776	803	832	863	895	928	963	1000
31	772	800	829	861	893	927	962	1000
32	768	797	827	858	891	926	962	1000
33	764	793	823	855	889	924	961	1000
34	760	789	820	853	887	923	960	1000
35	755	785	817	850	885	921	960	1000
36	751	782	814	848	883	920	959	1000
37	747	778	810	845	881	919	958	1000
38	742	774	807	842	878	917	957	1000
39	737	769	803	839	876	916	957	1000
40	732	765	800	836	874	914	956	1000
41	727	761	796	833	872	912	955	1000
42	722	756	792	830	869	911	954	1000
43	717	752	788	827	867	909	953	1000
44	711	747	784	823	864	907	952	1000
45	706	742	780	820	862	905	952	1000
46	701	737	776	817	859	904	951	1000
47	695	732	772	813	856	902	950	1000
48	689	727	768	810	854	900	949	1000
49	684	722	763	806	851	898	948	1000
50	678	717	759	803	848	896	947	1000
51	672	712	755	799	846	895	946	1000
52	666	707	750	795	843	893	945	1000
53	660	702	746	792	840	891	944	1000
54	654	697	741	788	837	889	943	1000
55	649	692	737	785	835	887	942	1000
56	643	686	733	781	832	885	941	1000
57	637	681	728	777	829	883	940	1000
58	631	676	724	774	826	881	939	1000
59	625	671	719	770	823	879	938	1000
60	619	666	715	766	821	878	937	1000

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

TABLE.

## 20 PAYMENT, "PREFERRED."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	4th Year.	5th Year.	6th Year.	7th Year.	8th Year.	9th Year.
25	\$23.48	\$789	\$796	\$803	\$810	\$818	\$827	\$836	\$845	\$855
26	23.88	784	791	798	806	814	823	832	842	852
27	24.29	779	786	794	802	810	819	828	838	848
28	24.71	774	781	789	797	806	815	824	834	845
29	25.15	769	776	784	792	801	810	820	830	841
30	25.61	763	771	779	787	796	806	816	826	837
31	26.09	757	765	774	782	792	801	811	822	833
32	26.58	751	759	768	777	786	796	807	818	829
33	27.10	745	753	762	771	781	791	802	813	825
34	27.63	739	747	756	766	775	786	797	808	820
35	28.19	732	741	750	760	770	780	792	803	816
36	28.77	725	734	743	753	764	775	786	798	811
37	29.37	718	727	737	747	757	769	781	793	806
38	29.99	710	721	731	741	752	764	776	789	801
39	30.64	702	712	722	733	744	756	769	782	795
40	31.32	694	704	715	726	737	749	762	776	790
41	32.03	685	696	707	718	730	742	756	769	784
42	32.76	677	687	698	710	722	735	749	763	778
43	33.50	667	678	690	702	714	727	741	756	771
44	34.31	659	669	681	693	706	720	734	749	765
45	35.12	648	660	672	684	698	712	727	742	758
46	35.95	638	650	662	675	689	704	719	735	751
47	36.79	628	640	653	666	680	695	711	727	744
48	37.67	617	630	643	657	671	687	703	719	737
49	38.55	607	619	633	647	662	678	694	711	730
50	39.45	596	609	623	637	653	669	686	703	722
51	40.37	585	598	612	627	643	660	677	695	714
52	41.31	573	587	602	617	633	650	668	687	707
53	42.27	562	576	591	607	624	641	659	679	699
54	43.24	550	565	580	596	614	631	650	670	691
55	44.22	538	553	569	586	603	622	641	661	683

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

TABLE.

## 20 PAYMENT, "PREFERRED."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	10th Year.	11th Year.	12th Year.	13th Year.	14th Year.	15th Year.	16th Year.	17th Year.	18th Year.	19th Year.	20th Year.
25	\$865	\$876	\$887	\$899	\$911	\$924	\$938	\$952	\$967	\$983	\$1000
26	862	873	884	897	909	923	937	951	967	983	1000
27	859	870	882	894	907	921	935	950	966	983	1000
28	856	867	879	892	905	919	934	949	965	982	1000
29	852	864	876	889	903	917	932	948	964	982	1000
30	849	861	873	886	900	915	930	947	963	981	1000
31	845	857	870	884	898	913	929	945	963	981	1000
32	841	854	867	881	895	911	927	944	962	980	1000
33	837	850	864	878	893	909	925	943	961	980	1000
34	833	846	860	875	890	906	923	941	960	979	1000
35	830	842	857	872	887	904	921	940	959	979	1000
36	824	838	853	868	884	901	919	938	958	978	1000
37	820	834	849	865	881	899	917	936	957	978	1000
38	816	830	846	862	879	897	915	935	956	977	1000
39	810	825	841	857	875	893	913	933	954	976	1000
40	805	820	836	854	872	891	910	931	953	976	1000
41	799	815	832	849	868	887	908	929	952	975	1000
42	793	810	827	845	864	884	905	927	950	974	1000
43	787	804	822	840	860	880	902	925	948	973	1000
44	781	799	817	836	856	877	900	923	947	973	1000
45	775	793	812	831	852	874	896	920	946	972	1000
46	769	787	807	827	848	870	894	919	944	972	1000
47	762	781	801	822	844	867	891	916	943	971	1000
48	756	775	795	817	839	863	888	914	941	970	1000
49	749	769	790	812	835	859	884	911	939	968	1000
50	742	762	784	806	830	855	881	909	938	968	1000
51	735	756	778	801	825	851	878	906	936	967	1000
52	727	749	772	796	821	847	875	904	934	966	1000
53	720	742	766	790	816	843	871	901	932	966	1000
54	712	735	759	785	811	839	868	899	931	965	1000
55	705	728	753	779	806	835	865	896	929	964	1000

This table applies to policies of \$1000.

For other amounts use corresponding multiple.



TABLE.

## 20 PAYMENT, "ORDINARY."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	4th Year.	5th Year.	6th Year.	7th Year.	8th Year.	9th Year.
25	\$28.25	\$731	\$740	\$749	\$759	\$769	\$780	\$791	\$803	\$815
26	28.69	726	735	744	754	764	775	787	799	811
27	29.16	720	729	739	749	760	771	783	795	808
28	29.63	714	724	734	744	755	766	778	790	804
29	30.13	708	720	728	739	750	761	773	786	800
30	30.63	702	712	722	733	744	756	769	782	795
31	31.16	696	706	716	727	739	751	764	777	791
32	31.70	689	700	710	721	733	746	759	772	786
33	32.26	683	693	704	715	727	740	753	767	782
34	32.84	676	686	697	709	721	734	748	762	777
35	33.44	668	679	691	703	715	728	742	757	772
36	34.05	661	672	684	696	709	722	736	751	767
37	34.69	653	665	677	689	702	716	730	746	762
38	35.35	645	657	669	682	695	710	724	740	756
39	36.00	637	649	661	674	688	703	718	734	750
40	36.73	629	641	654	667	681	696	711	728	745
41	37.46	620	632	645	659	673	689	705	721	739
42	38.21	611	624	637	651	666	681	698	715	733
43	38.98	601	614	628	643	658	674	690	708	726
44	39.74	592	605	619	634	649	666	683	700	719
45	40.55	582	595	610	625	641	657	675	693	712
46	41.41	572	586	601	616	632	649	666	685	705
47	42.25	562	576	591	607	624	641	659	679	699
48	43.11	552	566	582	598	615	633	651	671	692
49	43.98	541	556	572	588	606	624	643	663	685
50	44.86	530	546	562	579	597	615	635	656	677
51	45.75	520	535	552	569	587	606	627	648	670
52	46.66	509	525	542	559	578	598	618	640	662
53	47.58	498	514	531	549	568	588	609	632	655
54	48.50	486	503	521	539	559	579	601	623	647
55	49.43	475	492	510	529	549	570	592	615	639

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

TABLE.

## 20 PAYMENT, "ORDINARY."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	10th Year.	11th Year.	12th Year.	13th Year.	14th Year.	15th Year.	16th Year.	17th Year.	18th Year.	19th Year.	20th Year.
25	\$828	\$842	\$856	\$871	\$887	\$904	\$921	\$940	\$959	\$979	\$1000
26	825	839	853	869	885	902	919	938	958	978	1000
27	821	835	850	866	883	900	918	937	957	978	1000
28	817	832	847	863	880	898	916	936	956	977	1000
29	814	829	844	860	878	896	915	934	955	977	1000
30	810	825	841	857	875	893	913	933	954	976	1000
31	806	821	837	854	872	891	911	931	953	976	1000
32	802	817	834	851	870	889	909	930	952	975	1000
33	797	813	830	848	867	886	907	928	951	975	1000
34	793	809	826	845	864	884	905	927	950	974	1000
35	788	805	823	841	861	881	903	925	949	974	1000
36	783	801	819	838	858	878	900	923	948	973	1000
37	778	796	815	834	854	876	898	922	947	973	1000
38	773	791	810	830	851	873	896	920	946	972	1000
39	767	786	806	826	847	869	893	918	944	971	1000
40	763	782	801	822	844	867	891	916	943	971	1000
41	757	776	797	818	840	864	889	914	942	970	1000
42	751	771	792	814	837	861	886	912	940	969	1000
43	745	766	787	809	833	857	883	910	939	969	1000
44	739	760	781	804	828	853	880	907	936	967	1000
45	733	754	776	799	824	850	877	905	935	967	1000
46	725	747	770	794	819	845	874	903	934	966	1000
47	720	742	766	790	816	843	872	901	933	966	1000
48	713	736	760	785	812	839	868	899	931	965	1000
49	707	730	755	780	807	836	865	897	929	964	1000
50	700	724	749	775	803	832	862	894	928	963	1000
51	693	717	743	770	798	828	859	892	926	962	1000
52	686	711	737	765	794	824	856	889	924	961	1000
53	679	704	731	759	789	820	853	887	923	960	1000
54	672	698	725	754	784	816	849	884	921	959	1000
55	665	691	719	749	779	812	846	882	919	959	1000

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

TABLE.

## 20 PAYMENT, "UNDER AVERAGE."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	4th Year.	5th Year.	6th Year.	7th Year.	8th Year.	9th Year.
25	\$35.15	\$48	\$659	\$671	\$684	\$697	\$712	\$726	\$742	\$758
26	35.64	642	654	666	679	692	707	722	737	754
27	36.13	636	648	660	673	687	702	717	733	750
28	36.64	630	642	655	668	682	697	712	728	745
29	37.17	623	636	649	662	676	691	707	724	741
30	37.71	617	629	643	656	671	686	702	719	737
31	38.26	610	623	636	650	665	681	697	714	732
32	38.82	603	616	630	644	659	675	692	709	727
33	39.40	596	610	623	638	653	669	686	704	722
34	40.03	589	603	617	632	647	664	681	699	718
35	40.61	585	595	610	625	641	657	675	693	713
36	41.23	574	588	603	618	634	651	669	688	707
37	41.87	566	581	596	611	628	645	663	682	702
38	42.53	559	573	588	604	621	638	657	676	697
39	43.21	550	565	581	597	614	632	651	670	691
40	43.90	542	557	573	589	607	625	644	664	685
41	44.61	533	549	565	582	599	618	637	658	679
42	45.34	525	540	557	574	592	611	630	651	673
43	46.08	516	531	548	566	584	603	623	645	667
44	46.84	506	523	540	557	576	596	616	638	661
45	47.61	497	514	531	549	568	588	609	631	654
46	48.39	488	504	522	541	560	580	602	624	648
47	49.18	478	495	513	532	552	573	594	617	641
48	49.98	468	486	504	523	543	565	587	610	635
49	50.79	459	476	495	515	535	557	579	603	628
50	51.60	449	467	486	506	527	549	572	596	621
51	52.43	439	457	477	497	518	540	564	589	614
52	53.25	429	448	467	488	510	532	556	581	608
53	54.08	419	438	458	479	501	524	548	574	601
54	54.92	409	428	449	470	492	516	540	566	594
55	55.76	399	418	439	461	484	508	533	559	587

This table applies to policies of \$1000.

For other amounts use corresponding multiple.



TABLE.

## 20 PAYMENT, "UNDER AVERAGE."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, each year, on the form indicated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	10th Year.	11th Year.	12th Year.	13th Year.	14th Year.	15th Year.	16th Year.	17th Year.	18th Year.	19th Year.	20th Year.
25	\$775	\$793	\$812	\$831	\$852	\$874	\$897	\$921	\$946	\$972	\$1000
26	771	789	809	829	850	872	895	919	945	972	1000
27	767	786	805	826	847	870	893	918	944	971	1000
28	763	782	802	823	844	867	891	916	943	971	1000
29	759	778	799	820	842	865	889	915	942	970	1000
30	755	775	795	817	839	863	888	914	941	970	1000
31	751	771	791	813	836	860	886	912	940	969	1000
32	746	767	788	810	833	858	883	910	939	969	1000
33	742	763	784	807	830	855	881	909	938	968	1000
34	738	759	781	804	828	853	880	908	938	968	1000
35	733	754	776	800	824	850	877	906	936	967	1000
36	728	750	772	796	821	847	875	904	934	966	1000
37	723	745	768	792	818	845	873	902	933	966	1000
38	718	740	764	789	815	842	870	900	932	965	1000
39	713	736	760	785	811	839	868	899	931	965	1000
40	707	731	755	781	808	836	866	897	930	964	1000
41	702	726	750	777	804	833	863	895	928	963	1000
42	696	720	746	772	800	830	861	893	927	963	1000
43	690	715	741	768	796	826	858	891	925	962	1000
44	685	710	736	764	793	823	855	889	924	961	1000
45	679	704	731	759	789	820	852	887	923	960	1000
46	673	699	726	755	785	816	850	884	921	960	1000
47	667	693	721	750	781	813	847	882	920	959	1000
48	660	687	716	745	777	810	844	880	918	958	1000
49	654	682	711	741	773	806	841	878	917	957	1000
50	648	676	705	736	768	802	838	876	915	956	1000
51	642	670	700	731	764	799	835	874	914	956	1000
52	635	664	695	727	760	795	833	871	912	955	1000
53	629	658	689	722	757	792	829	869	911	954	1000
54	622	652	684	717	752	788	827	867	909	953	1000
55	616	646	678	712	748	785	824	865	908	953	1000

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

## TABLE.

## 25 PAYMENT, "PREFERRED."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, at the years and form stated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	5th Year.	10th Year.	15th Year.	20th Year.	25th Year.	30th Year.
25	\$21.31	\$789	\$793	\$798	\$809	\$841	\$882	\$934	\$1000	.....
26	21.66	784	789	794	805	838	879	933	1000	.....
27	22.02	779	784	789	800	834	876	931	1000	.....
28	22.39	774	779	784	796	830	874	930	1000	.....
29	22.78	769	774	779	791	826	872	929	1000	.....
30	23.18	763	769	774	786	822	868	927	1000	.....
31	23.59	757	763	768	781	817	864	924	1000	.....
32	24.03	751	757	763	776	813	861	922	1000	.....
33	24.48	745	751	757	770	808	857	920	1000	.....
34	24.95	739	745	751	764	803	854	918	1000	.....
35	25.44	732	738	744	758	798	850	916	1000	.....
36	25.94	725	731	738	752	793	846	914	1000	.....
37	26.47	718	724	731	745	788	842	912	1000	.....
38	27.01	710	717	724	738	782	838	910	1000	.....
39	27.58	702	709	716	731	776	833	908	1000	.....
40	28.18	694	701	708	724	770	829	905	1000	.....
41	28.80	685	693	700	716	764	824	902	1000	.....
42	29.44	677	684	697	708	757	820	900	1000	.....
43	30.10	667	675	683	700	750	815	897	1000	.....
44	30.80	658	666	674	691	743	809	891	1000	.....
45	31.50	648	656	665	682	736	804	889	1000	.....
46	32.23	638	646	655	673	728	798	887	1000	.....
47	32.97	628	636	645	664	720	792	884	1000	.....
48	33.73	617	625	635	654	712	786	880	1000	.....
49	34.51	607	615	625	645	704	780	877	1000	.....
50	35.30	596	604	614	635	696	774	873	1000	.....

## 30 PAYMENT, "PREFERRED."

25	19.96	789	792	796	803	826	855	892	940	\$1000
26	20.27	784	788	791	799	822	852	890	939	1000
27	20.60	779	783	786	794	818	849	887	937	1000
28	20.93	774	778	781	790	814	845	885	936	1000
29	21.29	769	772	776	785	810	841	882	934	1000
30	21.65	764	767	771	780	805	838	879	932	1000
31	22.03	758	761	765	774	800	834	876	930	1000
32	22.43	752	755	759	769	795	830	873	929	1000
33	22.84	745	749	753	763	790	825	870	927	1000
34	23.27	739	743	747	757	785	821	867	925	1000
35	23.71	732	736	741	750	779	816	863	923	1000
36	24.17	725	729	734	744	774	811	860	921	1000
37	24.65	718	722	727	737	768	806	856	919	1000
38	25.15	710	715	720	730	766	801	852	918	1000
39	25.67	702	707	712	723	755	796	848	915	1000
40	26.21	694	699	704	715	748	790	844	913	1000
41	26.77	685	690	696	707	741	784	839	910	1000
42	27.36	676	682	687	699	734	778	835	908	1000
43	27.96	667	673	678	690	726	772	830	905	1000
44	28.60	658	664	669	681	718	766	826	902	1000
45	29.24	648	654	660	672	710	759	821	899	1000

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

## TABLE.

## 25 PAYMENT, "ORDINARY."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, at the years and form stated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	5th Year.	10th Year.	15th Year.	20th Year.	25th Year.	30th Year.
25	\$25.48	\$731	\$737	\$744	\$757	\$798	\$850	\$916	\$1000	-----
26	25.88	726	732	738	752	794	847	914	1000	-----
27	26.28	720	726	733	747	789	843	912	1000	-----
28	26.70	714	721	728	742	785	840	910	1000	-----
29	27.13	708	715	722	737	781	837	908	1000	-----
30	27.58	702	709	716	731	776	833	907	1000	-----
31	28.04	696	703	710	725	771	830	905	1000	-----
32	28.51	689	696	704	719	766	826	903	1000	-----
33	29.00	683	690	697	713	761	822	900	1000	-----
34	29.51	676	683	690	707	756	818	898	1000	-----
35	30.03	668	676	684	701	751	814	896	1000	-----
36	30.57	661	668	676	694	745	810	894	1000	-----
37	31.13	653	661	669	687	739	806	891	1000	-----
38	31.71	645	653	662	681	733	801	889	1000	-----
39	32.30	637	645	654	672	727	797	886	1000	-----
40	32.92	628	637	646	664	721	792	883	1000	-----
41	33.55	620	628	637	657	714	787	881	1000	-----
42	34.21	611	619	629	648	707	782	878	1000	-----
43	34.88	601	610	620	640	700	777	875	1000	-----
44	35.58	592	601	611	631	693	772	872	1000	-----
45	36.29	582	591	601	623	686	766	869	1000	-----
46	37.01	572	582	592	613	678	760	866	1000	-----
47	37.75	562	572	582	604	670	755	862	1000	-----
48	38.50	551	562	572	595	663	749	859	1000	-----
49	39.26	541	551	562	585	655	743	856	1000	-----
50	40.03	530	541	552	576	647	737	853	1000	-----

## 30 PAYMENT, "ORDINARY."

25	23.76	731	735	740	750	779	816	863	923	\$1000
26	24.11	726	730	735	745	774	812	860	921	1000
27	24.48	720	725	729	739	770	808	857	920	1000
28	24.86	714	719	724	734	765	804	854	918	1000
29	25.26	708	713	718	729	760	800	851	917	1000
30	25.66	702	707	712	723	755	796	848	915	1000
31	26.08	696	701	706	717	750	799	845	913	1000
32	26.51	689	694	700	711	744	787	841	911	1000
33	26.96	683	688	693	705	739	782	838	909	1000
34	27.43	676	681	686	698	733	778	835	907	1000
35	27.90	668	674	679	691	727	773	831	905	1000
36	28.39	661	666	672	684	721	768	827	903	1000
37	28.90	653	659	665	677	715	762	823	901	1000
38	29.43	645	651	657	670	708	757	819	899	1000
39	29.97	637	643	649	662	701	751	815	896	1000
40	30.53	629	635	641	654	694	745	811	894	1000
41	31.11	620	626	632	646	687	739	806	891	1000
42	31.71	611	617	624	638	680	733	802	889	1000
43	32.32	601	608	615	629	672	727	797	886	1000
44	32.96	592	598	605	620	664	720	792	883	1000
45	33.60	582	589	596	611	656	714	787	881	1000

This table applies to policies of \$1000.  
For other amounts use corresponding multiple.

TABLE.

## 25 PAYMENT, "UNDER AVERAGE."

Giving (in even dollars) the Minimum amount of guaranteed insurance under Single Premium policies, at the years and form stated, where the insured elects to pay his premium in installments. The computation is made at the *beginning* of each policy year, immediately following the payment of the annual installment of premium.

Age at Ent.	An'l In- stallm't.	1st Year.	2nd Year.	3rd Year.	5th Year.	10th Year.	15th Year.	20th Year.	25th Year.	30th Year.
25	\$31.35	\$648	\$656	\$664	\$682	\$735	\$803	\$890	\$1000	-----
26	31.95	642	650	659	677	731	800	888	1000	-----
27	32.39	636	644	653	671	726	796	886	1000	-----
28	32.84	630	638	647	666	722	793	884	1000	-----
29	33.30	623	632	641	660	717	789	882	1000	-----
30	33.77	617	626	635	654	712	786	880	1000	-----
31	34.25	610	619	628	648	707	782	878	1000	-----
32	34.74	603	612	622	642	702	778	876	1000	-----
33	35.26	596	605	615	635	696	774	873	1000	-----
34	35.78	589	598	608	629	691	770	871	1000	-----
35	36.31	582	591	601	622	685	766	869	1000	-----
36	36.86	574	584	594	615	680	762	867	1000	-----
37	37.42	566	576	586	608	674	757	864	1000	-----
38	38.00	558	568	579	601	668	753	862	1000	-----
39	38.59	550	560	571	594	662	748	859	1000	-----
40	39.19	542	552	563	587	656	744	857	1000	-----
41	39.82	533	544	555	579	649	739	854	1000	-----
42	40.45	525	535	547	571	643	734	851	1000	-----
43	41.11	516	526	538	562	636	729	848	1000	-----
44	41.77	507	517	529	555	629	724	845	1000	-----
45	42.45	497	508	520	546	622	719	842	1000	-----
46	43.13	488	499	511	538	615	714	839	1000	-----
47	43.82	478	490	502	529	607	708	836	1000	-----
48	44.52	464	481	493	520	600	693	833	1000	-----
49	45.23	459	471	484	511	593	697	830	1000	-----
50	45.94	449	461	474	502	585	692	827	1000	-----

## 30 PAYMENT, "UNDER AVERAGE."

25	29.26	648	653	659	672	710	758	820	899	\$1000
26	29.65	642	648	654	667	705	754	817	897	1000
27	30.05	636	642	648	661	700	750	814	896	1000
28	30.46	630	636	642	655	695	746	812	894	1000
29	30.88	623	629	636	649	690	742	808	892	1000
30	31.31	617	623	629	643	685	737	805	891	1000
31	31.75	610	616	623	637	679	733	801	889	1000
32	32.20	603	610	616	631	673	728	798	887	1000
33	32.66	596	603	609	624	668	723	794	885	1000
34	33.14	589	596	603	618	662	718	790	883	1000
35	33.62	582	588	595	611	656	713	787	880	1000
36	34.12	574	581	588	604	650	708	783	878	1000
37	34.63	566	573	581	596	643	703	779	876	1000
38	35.16	559	566	573	589	637	697	775	874	1000
39	35.70	550	557	565	581	630	692	771	871	1000
40	36.25	542	549	557	574	623	686	766	869	1000
41	36.80	533	541	549	566	616	680	761	866	1000
42	37.40	525	532	540	557	609	674	757	864	1000
43	37.99	516	523	532	549	601	668	753	861	1000
44	38.60	506	514	523	540	599	662	748	859	1000
45	39.21	497	505	514	532	586	655	743	856	1000

This table applies to policies of \$1000.

For other amounts use corresponding multiple.

## COMPOUND INTEREST TABLES.

1			2		
Showing Amount of \$1.00 Improved at Compound Interest in from 1 to 50 Years.			Showing Amount of \$1.00 per Annum Improved at Compound Interest in from 1 to 50 Years.		
End of Year.	4 Per Cent.	6 Per Cent.	End of Year.	4 Per Cent.	6 Per Cent.
1	\$1.0400	\$1.0600	1	\$1.0400	\$1.0600
2	1.0816	1.1236	2	2.1216	2.1836
3	1.1249	1.1910	3	3.2465	3.3746
4	1.1699	1.2625	4	4.4163	4.6371
5	1.2167	1.3382	5	5.6330	5.9753
6	1.2653	1.4185	6	6.8983	7.3938
7	1.3159	1.5036	7	8.2142	8.8975
8	1.3686	1.5938	8	9.5828	10.4913
9	1.4233	1.6895	9	11.0061	12.1808
10	1.4802	1.7908	10	12.4864	13.9716
11	1.5395	1.8983	11	14.0258	15.8699
12	1.6010	2.0122	12	15.6268	17.8821
13	1.6651	2.1329	13	17.2919	20.0151
14	1.7317	2.2609	14	19.0236	22.2760
15	1.8009	2.3966	15	20.8245	24.6725
16	1.8730	2.5404	16	22.6975	27.2129
17	1.9479	2.6928	17	24.6454	29.9057
18	2.0258	2.8543	18	25.6712	32.7600
19	2.1068	3.0256	19	28.7781	35.7856
20	2.1911	3.2071	20	30.9692	38.9927
21	2.2788	3.3996	21	33.2480	42.3923
22	2.3699	3.6035	22	35.6179	45.9958
23	2.4647	3.8197	23	38.0826	49.8156
24	2.5633	4.0489	24	40.6459	53.8645
25	2.6658	4.2919	25	43.3117	58.1564
26	2.7725	4.5494	26	46.0842	62.7058
27	2.8834	4.8233	27	48.9676	67.5281
28	2.9987	5.1117	28	51.9663	72.6398
29	3.1187	5.4184	29	55.0849	78.0582
30	3.2434	5.7435	30	58.3283	83.8017
31	3.3731	6.0881	31	61.7015	89.8998
32	3.5081	6.4534	32	65.2095	96.3432
33	3.6448	6.8406	33	68.8579	103.1838
34	3.7943	7.2510	34	72.6522	110.4348
35	3.9461	7.6861	35	76.5933	118.1209
36	4.1039	8.1473	36	80.7022	126.2681
37	4.2681	8.6361	37	84.9703	134.9042
38	4.4388	9.1543	38	89.4092	144.0585
39	4.6164	9.7035	39	94.0255	153.7620
40	4.8010	10.2857	40	98.8265	164.0477
41	4.9931	10.9029	41	103.8196	174.9505
42	5.1928	11.5570	42	109.0214	186.5076
43	5.4005	12.2505	43	114.4129	198.7580
44	5.6165	12.9855	44	120.0294	211.7435
45	5.8412	13.7646	45	125.8706	225.5081
46	6.0748	14.5905	46	131.9454	240.0986
47	6.3178	15.4659	47	138.2632	255.5645
48	6.5705	16.3939	48	144.8337	271.9584
49	6.8333	17.3775	49	151.6671	289.3359
50	7.1067	18.4202	50	158.7738	307.7561



## NET RESERVE ACTUARIES' TABLE.

For the use of agents in the field we give here the Net Single Premium Reserve, according to the Actuaries' Tables of Mortality at different ages, interest being computed at 5, 4 and 3 per cent. respectively. It will form some guide in estimating the amount available (aside from surplus accumulations) for cash surrender values at the end of the paying period on Single Premium policies.

Age.	Net Reserve 5%	Net Reserve. 4%	Net Reserve. 3%	Age.	Net Reserve. 5%	Net Reserve. 4%	Net Reserve. 3%
25	\$217.07	\$276.80	\$363.83	55	\$472.53	\$539.32	\$620.75
26	221.87	282.29	369.85	56	484.96	551.15	631.39
27	226.87	287.98	376.03	57	497.62	563.12	642.05
28	232.06	293.84	382.36	58	510.39	575.15	652.74
29	237.43	299.91	388.86	59	523.33	587.27	663.44
30	243.06	306.14	395.52	60	536.43	599.43	674.14
31	248.86	312.61	402.35	61	549.59	611.62	684.80
32	254.91	319.31	409.36	62	562.77	623.85	695.41
33	261.18	326.15	416.54	63	576.06	636.00	705.95
34	267.72	333.27	423.89	64	589.29	648.11	716.40
35	274.52	340.61	431.44	65	602.54	660.19	726.73
36	281.56	348.16	439.17	66	615.72	672.11	736.94
37	288.91	356.00	447.10	67	628.82	683.96	747.00
38	296.53	364.08	455.24	68	641.86	695.66	756.89
39	304.47	372.42	463.58	69	654.72	707.20	766.62
40	312.71	381.04	472.14	70	667.49	718.58	776.17
41	321.34	389.96	480.93	71	680.16	729.79	785.49
42	330.28	399.18	489.95	72	692.50	740.23	794.59
43	339.62	408.69	499.19	73	704.77	751.56	803.51
44	349.23	418.49	508.63	74	716.79	762.15	812.25
45	359.25	428.57	518.26	75	728.62	772.51	820.81
46	369.48	438.84	528.04				
47	380.00	449.34	537.95				
48	390.77	460.04	547.98				
49	401.76	470.88	558.12				
50	413.06	481.92	568.36				
51	424.52	493.11	578.70				
52	436.20	504.46	589.12				
53	448.10	515.97	599.60				
54	460.20	527.59	610.15				

NOTE. To find the reserve which this table would call for on a Single Premium Policy at the end of twenty years from issue, supposing same to have been issued at age 35, look in the reserve columns opposite age 55. If the reserve assumed under the policy be on the basis of 5 per cent. interest the amount will be \$472.53; if on the basis of 4 per cent. interest it should be \$539.32; if on the basis of 3 per cent. interest it should be \$620.75.



## RESERVE ILLUSTRATION.

The following table illustrates the amount of reserve which should stand to the credit of a Single Premium policy, PREFERRED RISK, 20 PAYMENT, assuming the Actuaries' Tables of Mortality as a basis, and interest computed at 5 per cent. at the ages and years stated :

At the end of Yr.	Age 25.	Age 30.	Age 35.	Age 40.	Age 45.	Age 50.	Age 55.
2	12.26	\$14.20	\$16.57	\$19.46	\$22.62	\$25.58	\$28.54
3	25.07	29.02	35.87	39.84	46.10	52.07	57.99
4	38.44	44.54	51.98	61.05	70.44	79.49	88.44
5	52.47	60.77	70.89	83.25	96.75	107.91	119.93
6	67.09	77.71	90.73	106.27	121.92	137.23	152.40
7	82.41	95.46	111.44	130.22	149.05	167.63	185.85
8	98.41	114.00	133.14	155.09	177.17	199.02	220.42
9	115.17	133.45	155.72	180.98	206.30	231.51	256.00
10	132.70	153.68	179.36	207.83	236.51	265.14	292.72
11	151.00	174.95	203.89	235.61	267.71	299.86	330.54
12	170.18	197.16	229.43	264.48	299.77	335.68	369.51
13	190.22	220.43	255.97	294.38	333.22	372.74	408.72
14	211.20	244.67	283.52	325.38	367.88	410.93	451.10
15	233.13	270.05	312.19	357.55	403.78	450.38	493.82
16	256.13	296.41	341.90	390.82	440.88	491.07	538.56
17	280.16	323.87	372.75	425.36	479.20	533.06	585.11
18	305.35	352.42	404.78	461.10	518.89	576.41	631.15
19	331.60	382.09	438.01	498.16	559.84	621.12	679.18
20	359.25	413.06	472.53	536.43	602.54	667.49	728.62

This table is based upon a policy for \$1,000. To ascertain the reserve for other amounts multiply the figures given in the table by the corresponding multiple.

The reserve for corresponding years, at intervening ages, can be approximately determined from the above table.

From this table, taken in connection with that on the opposite page, agents will have little difficulty in approximating quite closely the amount of reserve, at quinquennial periods at least, both on Preferred risks at other terms of payment, as well as on Ordinary and Under-Average risks at different terms of payment.

Surplus accumulations which are an unknown quantity are not considered, either in this table or that on the opposite page, but same will be added to the reserve.

## THE NATURAL PREMIUM PLAN

OF THE

# National Life of Hartford.

### ITS SPECIAL FEATURES.

**It is a Life Policy** stripped of the investment feature, and so combining equity, economy and safety as to furnish life insurance at the minimum cost and yet providing the most ample security to the insured.

**The Contract Provides** for the current mortality, as well as emergencies, and also for the increasing cost incident to advancing age. The expense of management is limited and all profits inure to the benefit of persistent members and materially strengthens the loss paying ability of the company.

**Premiums are Payable** bi-monthly on or before noon of the first business day of February, April, June, August, October and December, and the stated premium includes the entire cost of the insurance for the period. Members desiring may pay their premiums annually in advance, in which case a deduction of five per cent. is made.

**There are no Dues**, the bi-monthly premiums include the mortuary, reserve, and expense elements. The amount which can be used for expenses is limited to the present value of three-fifths of one per cent. annually of the face value of the insurance. All mortuary funds in excess of current mortality are accumulated as a Reserve or Emergency Fund.

**At the Inception of the Contract** a stated amount, graded according to age, is charged against the policy and is treated as a deferred premium until fully wiped out by crediting it with all payments made. If the policy becomes a claim before this deferred premium has been fully extinguished by the cash payments made, the unpaid portion will be deducted on settlement of claim.

**All Surplus** arising from amounts so deducted is credited to the Mortuary Fund, to be held for the benefit of persistent policy-holders.

**Its Options** are paid-up and extended insurance, cash surrender values, and surplus earnings applied in reduction of cost of insurance as provided in the policy.

## NATURAL PREMIUM RATES, \$1,000 INSURANCE.

Age.	First Year.		Second and Subsequent Years.		Deferred Premiums which are reduced by the amount of all payments made.
	Computed Bi-monthly Rate for \$1,000.	Computed Annual Rate for \$1,000.	Computed Bi-monthly Rate for \$1,000.	Computed Annual Rate for \$1,000.	
15-25	\$3.00	\$18.00	\$2.50	\$15.00	\$150.00
26	3.05	18.30	2.55	15.30	153.00
27	3.10	18.60	2.60	15.60	156.00
28	3.15	18.90	2.65	15.90	159.00
29	3.20	19.20	2.70	16.20	162.00
30	3.25	19.50	2.75	16.50	165.00
31	3.33	19.98	2.83	16.98	169.80
32	3.40	20.40	2.90	17.40	174.00
33	3.50	21.00	3.00	18.00	180.00
34	3.55	21.30	3.05	18.30	183.00
35	3.63	21.78	3.13	18.78	187.80
36	3.73	22.38	3.23	19.38	193.80
37	3.83	22.98	3.33	19.98	199.80
38	3.93	23.58	3.43	20.58	205.80
39	4.03	24.18	3.53	21.18	211.80
40	4.13	24.78	3.63	21.78	217.80
41	4.25	25.50	3.75	22.50	225.00
42	4.38	26.28	3.88	23.28	232.80
43	4.50	27.00	4.00	24.00	240.00
44	4.63	27.78	4.13	24.78	247.80
45	4.75	28.50	4.25	25.50	255.00
46	4.90	29.40	4.40	26.40	264.00
47	5.05	30.30	4.55	27.30	273.00
48	5.20	31.20	4.70	28.20	282.00
49	5.35	32.10	4.85	29.10	291.00
50	5.50	33.00	5.00	30.00	300.00
51	5.75	34.50	5.25	31.50	315.00
52	6.00	36.00	5.50	33.00	330.00
53	6.38	38.28	5.88	35.28	352.80
54	6.75	40.50	6.25	37.50	375.00
55	7.25	43.50	6.75	40.50	405.00
56	7.75	46.50	7.25	43.50	435.00
57	8.38	50.28	7.88	47.28	472.80
58	9.00	54.00	8.50	51.00	510.00
59	9.75	58.50	9.25	55.50	555.00
60	10.50	63.00	10.00	60.00	600.00

The Company reserves the right to increase the Deferred Premium when accepting the application (if considered necessary,) so as to cover the increased risk assumed arising from occupation or other hazard.

# WHY SHOULD NOT LIFE INSURANCE

Be Bought and Sold on Business Principles,

THE SAME AS ANY OTHER COMMODITY?

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## To Illustrate.

If a man purchase a house, the cost of which is \$1,000, and pays the \$1,000 down, the house becomes his property, free from incumbrance. But if he only pays \$100 down, he would be obliged to give the party from whom he purchased a lien or mortgage for the unpaid portion, and he must pay this lien or mortgage from time to time, with interest, before he can obtain a clear title to the full amount of the property. This is just and right. But suppose a man goes to an old-line insurance company (that pretends to be PERFECTLY MUTUAL) and wants to buy \$1,000 life insurance and pay cash down for the same. Suppose his age to be 40, the company would charge him \$445.55 as a single premium, because, as THEY CLAIM, that amount is necessary, in order to enable them to pay the man \$1,000 at the time they expect his policy to become a claim.

Now, this man has paid the full price for his insurance, just the same as the man who paid the full \$1,000 down for his house.

So far one transaction is as fair, just and equitable as the other.

And the old-line companies, by selling the man \$1,000 insurance for \$445.55 cash down, have fixed a PRICE on the goods. Now, WHY should not every man at that age pay the same price for the same amount of goods? Every business man must admit that this is GOOD, PRACTICAL COMMON SENSE. But what is the practice? Let us see.

Suppose the man says to the insurance company, I cannot pay \$445.55 cash down for a policy, I must pay in installments. Very well, says the insurance company, you can pay an annual premium of \$31.30 each year as long as

you live, and we will sell you the \$1,000 insurance just the same. But, says the man, suppose I die before I have paid in the whole of the \$445.55, which you say is the cost of the \$1,000 policy, at my age, how will you get the balance due you? Will you take a lien or mortgage on my policy for the difference between the cost of my insurance and what I have paid, the same as you would if I bought a house of you? Oh no, the companies say; if you die the first year we will give your family the full \$1,000, just the same for the annual premium of \$31.30 that we would if you had paid the full cost, or \$445.55. But, says the man, if it costs \$445.55 to buy \$1,000 at my age, and you sell it to me for \$31.30, if I happen to die the first year, how can you do business? Oh, says the company, our rates are loaded, and we over-charge those who live to old age in order to make up the amount which you ought to have paid to us, but did not. Oh, I see, says the man, you "rob Peter to pay Paul," in other words, you rob the good risk, or the man who lives to old age, in order to give the poor risk, or the one who dies early, something he has not paid for. Now, suppose, I insure in your company and live as long as I am expected to, I would be one of those who would be robbed. I would have to pay several times what my insurance actually costs, in order that you might give others, who die soon after being insured, something they have not paid for.

That is not equity; it is not just or right. There is no reason why life insurance should not be bought and sold the same as you would buy or sell a house or piece of land. Fix the price for a \$1,000 at a given age, the same as you would on a house, and then charge every one at that age the fixed price. If one man wants to pay the full amount at once, he would be entitled to the full amount of his policy. But if he wants to pay in installments, take a lien or mortgage on the policy for the balance, the same as you would on a piece of property. Then each member would be fairly dealt with. Insurance would be sold on a business basis—one party would not get what did not honestly belong to him at the expense of another—and good sound insurance could be sold for less than two-thirds what the old companies are now charging. This equitable and business-like system has been adopted by the NATIONAL LIFE of Hartford, and is becoming deservedly popular.



## **A NATURAL PREMIUM COMPANY.**

The NATIONAL LIFE qualifies as a natural premium company under the laws governing assessment companies, and therefore avoids the theoretical liability demanded of companies working under the so-called 4 per cent. reserve system.

All premiums received by the NATIONAL, except the amount which is limited in the policy for expenses, belongs to the Reserve or Mortuary Fund of the Company, and the same is held and accumulated solely for the benefit of the policy-holders and the payment of claims as they mature, and every dollar of it is at all times available for the purposes for which it is held.

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## **INCREASED SECURITY.**

The premium rates of the NATIONAL are based upon the Actuaries' Tables of Mortality, together with a conservative basis of interest earnings; and it is the belief of the management (confirmed by competent actuaries) that they are ample for all contingencies and for all time. But should the time ever come in the history of the Company, when, owing to epidemic or other unforeseen causes, they should be found insufficient to pay all policy claims, then (and not till then) an extra call can be made on the membership for the deficiency in proportion to their interests.

As illustrated elsewhere it is this right to increase premium calls, if necessary, which makes the strength of the Company absolute and which gives a greater measure of protection to policy-holders in the NATIONAL than is given by companies not having this safeguard.

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## **EQUITY.**

On the other hand all surplus arising from lapsed policies, interest receipts, or from any source, is divided among persisting members to reduce their payments or increase their insurance. Failure is impossible, technical insolvency is guarded against, and the NATIONAL is enabled to furnish insurance that insures in its fullest sense and at its actual cost plus a fair and fixed amount for expenses.



## Good Assets.

### One Equally as Good as the Other.

The old-line companies report among their assets nearly \$15,000,000 of premium notes which they have received from their policy-holders in part payment of the premiums due on their policies, which premium notes are a lien on the policies, and in case a policy becomes a claim, the premium notes held against that individual policy are used in part payment of the claim. Just precisely the same as the premium liens of the NATIONAL LIFE. The premium notes of the old-line companies are considered by every one as good, legitimate assets. In fact three of the old-line companies would be bankrupt under the 4 per cent. reserve law and unable to continue business if their premium notes were not allowed as an asset.

Insurance departments, insurance experts, and business men everywhere, recognize the premium liens of the NATIONAL as good, legitimate assets, and the single premium and premium lien systems, which are worked exclusively by the NATIONAL, are regarded as a great advance in life insurance.

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## The Great and Only Difference.

The great, and, in fact, the only difference between the premium notes of an old-line company and the premium liens of the NATIONAL LIFE, is that in the former the amount against the policy is continually *increasing*, by reason of additional notes and interest on same, while the premium liens of the NATIONAL are constantly *decreasing*, by reason of the annual premiums. Both are equally good assets, yet under the NATIONAL's system the insurance is constantly increasing instead of decreasing, as in the case of the premium note system of the old-line companies.

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## The Way Some Companies Do It.

Many of the old-line companies are now issuing what are called *Term Renewable Policies*. Some of them increase the rate each year as the policy-holder grows older. Others reserve the right to increase the rate every ten years. They say they do not expect to be obliged to increase the rate, but in order to be sure and always be able to get money enough from the policy-holders to carry out their contracts, they reserve the right to do so, and that is what makes them safe. Besides, under this form of policy, they are not obliged to pile up a big reserve which they cannot use.

Just the same reason that the NATIONAL's contract contains the Additional Reserve Clause. See?

## Pure Assessment Insurance.

### A Conundrum.

Apply the simplest rules of arithmetic to pure co-operative insurance, and where is it?

By way of illustration, take 1,000 men at an average age of 36 years, at which age the average expectation of life is 28 years.

The assumption usually put forth by the companies and their agents is, that the death rate will never exceed ten per year, in 1,000, and as the average assessment is only \$1.00, the insurance will only cost \$10.00 per year on \$1,000 at the most.

Now as there is no accumulation of funds that can be kept at interest and compounded for the benefit of the company in after years, and as the amount of \$10.00 per year for 28 years (the average expectation of life), will only amount to \$280, and as each man is to receive \$1,000 at his death, there seems to be a little deficiency of \$720 on EACH death loss, and our conundrum is, *Where is this deficiency to come from?*

In other words, how long can a company go on receiving \$280 and paying out \$1,000 without any income from interest or other sources? Where will it come from? Don't say that new members are coming in all the while? This is an average case. New members start on the same conditions. They have the same load to carry. *You can't sadddle them with yours.*

New members while they come may obscure the result a little and put off the evil day, but they cannot change the law of average. They cannot make the old ones live any longer. They cannot make ten times twenty-eight more than 280.

The facts remain. Every man must die, and the average man must pay assessments enough to equal the average death losses. Every man must admit that this is a good strong common-sense, and by using your multiplication table you will readily see that at ten deaths per year it will take your 1,000 men 100 years to die off.

Either seven-tenths of all who join a pure co-operative company must lapse their policies, and step down and out of the company without receiving one cent in return for what they have paid, or the assessments must increase until they are so heavy that new members will not join, and the old ones find the burden too heavy to carry, and the company must collapse, leaving those who, by reason of age and impaired health, are unable to obtain insurance elsewhere, to mourn their fate.

Weigh the matter well, and see whether you wish to put yourself in this position.

## The Four Per Cent. Reserve.

### What Is It?

The laws governing old-line, or level premium companies, require them to continually have on hand the net value of all policies in force, which is an amount of money, that if kept at 4 per cent. compound interest, will amount to the face of all their insurance at the time specified in the policies for their maturity. This amount must be collected and accumulated **in addition** to the amount used for paying the current death claims and expenses, and any company failing to have the full amount of this 4 per cent. reserve on hand at any time is technically bankrupt under this law, and must stop business.

It then becomes the duty of the Insurance Department to interfere and close up the company through a receiver.

**No matter** if the company have millions of good assets; **no matter** if they can pay every loss promptly as it occurs; **no matter** if thousands of policy-holders will be robbed of their insurance; this inexorable law, theoretical, but not practical, makes the security offered by every old-line company weak, precarious and doubtful to a degree that would not be tolerated by business men in commercial transactions. This reserve should not be confounded with surplus. It is not surplus, and can be used for no purpose whatever, while the original policy is in force, except for accumulation.

### 136 Old-Line Companies Failed Between 1850 and 1888.

A record of 88 of them shows that they had accumulated assets at the time of failure amounting to over \$100,000,000, of which only 14 per cent. has ever found its way back to the policy-holders to whom it legitimately belongs. The balance has been squandered and used up by the receivers and lawyers in large salaries and scandalous expenses.

The above statement of facts effectually does away with the argument so often advanced, that the old-line companies are PERFECTLY safe, and that their 4 per cent. reserve would ALWAYS enable them to wind up their business at any time and pay any one the VALUE of his policy.

The utter falsity of this statement—the impracticability, and, we might also say, the impossibility, of the policy-holders receiving just or fair treatment under the 4 per cent. reserve law, is shown by a reference to a single instance on the next page.

## INSECURITY OF THE 4 PER CENT. RESERVE SYSTEM,

AS

Illustrated by the Legal Wrecking of the Charter Oak Life Insurance  
Company by the Insurance Department of Connecticut.

STATEMENT OF THE CHARTER OAK LIFE INSURANCE COMPANY OF HARTFORD,  
CONN., AS PER THE INSURANCE COMMISSIONER'S REPORT OF 1877.

Amount of Net Assets, Dec. 31, 1875, . . .	\$13,357,548.63	
Less Premium Notes marked off during the year, on cancelled Policies, . . .	924,502.50	
Extended at . . . . . 1876.		\$12,433,046.13
Premium Income, . . . . .	\$2,530,924.45	
Interest and Rent Income, . . . . .	723,660.63	3,254,585.08
<i>Disbursements:</i>		\$15,687,631.21
Losses and Additions, . . . . .	\$700,284.81	
Endowments, . . . . .	186,370.40	
Total actually Paid for Losses and Endow- ments, . . . . .	\$886,655.21	
Paid for Surrendered Policies, . . . . .	1,251,866.18	
“ Dividends to Policy-holders, . . . . .	29,211.25	
“ “ “ “ Notes, . . . . .	48,160.00	
“ Expenses, . . . . .	684,723.09	
Total Disbursements, . . . . .		2,900,615.73
Balance, December 31, 1876, . . . . .		\$12,787,015.48
Total Net or Ledger Assets, less deprecia- tion, . . . . .		\$12,768,360.48
Other Assets, . . . . .	\$547,121.38	
Total Assets, . . . . .		\$13,315,481.86
<i>Assets:</i>		
Less Items not admitted, . . . . .		\$13,315,481.86
Agents' balances, . . . . .	\$11,692.82	
Bills received, . . . . .	69,351.26	81,044.08
Total Assets, . . . . .		\$13,234,437.78
<i>Liabilities:</i>		
Reserve, 4 per cent., . . . . .	\$13,164,294.00	
Death Losses and Endowments, . . . . .	233,149.00	
Advanced Premiums, . . . . .	30,534.77	13,429,977.79
Impairment, . . . . .		\$193,540.01
Insurance in force, . . . . .		67,308,735.00

From the foregoing report it will be seen that the Charter Oak had admitted assets of \$13,234,437.78, Dec. 31, 1876.

That their income for that year was over \$3,250,000.

That their disbursements for death losses and endowments for the year were only \$886,655.

That their total disbursements including dividends to policy-holders and expenses were \$314,000 LESS than their income, and yet this old company, with nearly \$70,000,000 of insurance in force, with over 30,000 members, with an income of more than three times their maturing obligation, abundantly able to pay every obligation as it matured, must be **wrecked**, and offered up a sacrifice to the **Gods of the 4 per cent. Reserve Theory**, because they had by the bad management of the officers used up their **surplus** and encroached upon that **Sacred Reserve** to the extent of nearly \$200,000.

What folly, what imbecility, to enact and keep in force a law that will enable or compel the wrecking of a company under such circumstances.

To be sure this company was afterwards handed over to the policy-holders for re-organization, but not until the mischief had been done. Not until public confidence had been destroyed, not until the department had made it impossible to obtain new business, not until the income of the company had been reduced one-half.

And in 1886 two receivers were appointed, who, together with their attorneys, are still **receiving**, and yet they would have us believe that this old-line insurance, with a 4 per cent. reserve, of which the Charter Oak was for twenty-five years one of the best exponents, is the only **pure, legitimate** and **safe** insurance for the people to buy.

What absolute security for policy-holders they do offer. Do you want to buy that kind?

The NATIONAL LIFE, by placing in their policy a broad Additional Reserve clause, to be used if necessary, and by qualifying as an Assessment Company, does not come within this iniquitous and unsafe 4 per cent. reserve law, but is enabled thereby to keep the entire amount of their assets available to meet their obligations as they mature, and at the same time throw around the policy-holders and additional safe-guard, such as no old-line company can offer. For while the NATIONAL cannot make an assessment until all accumulations have been expended in paying claims, they can THEN do so, and continue to pay claims in full, while, as has been clearly shown, the old-line companies can only use their surplus, and if they encroach upon their millions of reserve, they must stop and have their affairs wound up by a receiver.

Had the Charter Oak had the NATIONAL'S form of policy, they would to-day have been a good company, paying all claims in full, to the satisfaction of their policy-holders.



## The Deferred Premiums or Liens; Their Value as a Legitimate Asset.

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The advantages of the deferred premium system of life insurance as operated exclusively by the NATIONAL LIFE of Hartford are universally conceded.

Briefly they may be summarized as follows :

First, strengthening the Company and making future failure impossible.

Second, equalizing the cost of the insurance to the policy-holder.

But a few words as to the value of the deferred premium as an asset of the Company may not be amiss in answering criticisms made by persons representing rival companies.

The full amount of the deferred premium must be paid either before or when the policy becomes a claim. On the death of the policy-holder, before he has fully paid off his deferred premium, the balance due is used as so much cash in the settlement of his claim. As the deferred premium is extinguished from time to time by the credit of net cash payments, it simply changes the nature of the asset from an obligation to pay, (secured by the policy,) into cash.

That the deferred premium is an obligation to pay so much money, contingent only on the policy being kept in force, is not disputed. That it is to be paid in installments, does not make it less valuable as an asset.

The Company may hold a mortgage of \$1,000 running ten years but payable \$100 each year. Does this fact mitigate its value as an asset ? If not, why should the deferred premium of \$1,000 be less valuable because it is to be paid in annual installments of \$100 or any other amount ?

It is true that the policy may lapse, in which event the balance of the deferred premium standing against such policy disappears and ceases to be an asset, but the liability under that policy ceases at the same time. Equally true is



it that a bank in which the company holds stock may fail, and in that event the asset also disappears, *without* a corresponding decrease in liability.

From the standpoint of security the more policies there are that lapse the better for the few that remain, as the entire cash assets will remain from which to pay all remaining claims.

Prominent old line companies have for years been in the habit of taking premium notes and report in notes, loans and liens on their policies about nineteen million dollars, about the validity of which as assets there is no question raised by anyone. Every department in the country admits them. Such premium notes are contingent upon the policy being kept in force and are payable only at the death of the insured, and payable *then* by being *deducted* from the claim. In fact, they are *less valuable* than the deferred premiums of the NATIONAL LIFE, for the reason that the latter are being paid off and turned into cash each year, while the old line premium note does not mature until death, and in case of the lapse of the policy the Company has only received the interest on the note.

Strike out their premium notes, loans and liens and several prominent old line companies would have to cease doing business, as their liabilities would exceed their assets. Under the system of the NATIONAL LIFE its cash assets, strictly speaking, are its actual surplus in hand, while its deferred premiums are its reserve. The cash surplus together with current receipts, (which include partial payments of the liens,) are ample for present and future contingencies, and are the fund from which current losses are paid. Where could its reserve be more safely invested than in loans and liens on its own policies?

The following table exhibits the proper average relation of Height, Weight, and Chest Measurement.

Height.	Weight.	Medium Chest.	20 per cent. above ave. weight.	20 per cent. below ave. weight.
	<i>Should Weigh</i>			
5 feet 1 inch.	120 lbs.	34.06 inch.	144 lbs.	96 lbs.
5 " 2 "	125 "	35.13 "	150 "	100 "
5 " 3 "	130 "	35.70 "	156 "	104 "
5 " 4 "	135 "	36.26 "	162 "	108 "
5 " 5 "	140 "	36.83 "	168 "	112 "
5 " 6 "	143 "	37.50 "	172 "	114 "
5 " 7 "	145 "	38.16 "	174 "	116 "
5 " 8 "	148 "	38.53 "	178 "	118 "
5 " 9 "	155 "	39.10 "	186 "	124 "
5 " 10 "	160 "	39.66 "	192 "	128 "
5 " 11 "	165 "	40.23 "	198 "	132 "
6 "	170 "	40.80 "	204 "	136 "

*Stillman's Life Insurance Examiner.*

The Sum of Money that must be Invested, annually, at Compound Interest, to amount to \$1,000 in a definite number of years.

Length of time invested.	At 4 Per ct.	At 4½ Per ct.	At 5 Per ct.	At 6 Per ct.	At 7 Per ct.	At 8 Per ct.	Amounts to
YRS.							
10	\$80.09	\$77.88	\$75.72	\$71.57	\$67.64	\$63.92	\$1,000
15	48.02	46.04	44.14	40.53	37.19	34.10	1,000
20	32.29	30.50	28.80	25.65	22.80	20.23	1,000
25	23.09	21.47	19.96	17.20	14.78	12.67	1,000
30	17.14	15.69	14.34	11.93	9.89	8.17	1,000
35	13.06	11.74	10.55	8.47	6.76	5.37	1,000

EXPLANATION.—How much must I invest every year, at 6 per cent. compound interest, so that the proceeds will amount to \$1,000 in 20 years? Look under the heading "6 per cent." at the right of 20 years, and you will find 25.65 the answer, etc., etc.

*Tabors' Three Systems.*

## TABLE

Showing the Elements of which a Level Annual Life Premium for \$1,000 of Insurance is composed, based on the Actuaries Table of Mortality, and 4 per cent. Interest. *(Tabor's Three Systems.)*

AGE.	Reserve Element.	Mortality Element.	Expense Element.	Gross Level Premium.
25	\$7.31	\$7.41	\$4.91	\$19.63
26	7.61	7.52	5.04	20.17
27	7.92	7.64	5.18	20.74
28	8.25	7.76	5.33	21.34
29	8.59	7.89	5.49	21.97
30	8.95	8.02	5.66	22.63
31	9.34	8.15	5.83	23.32
32	9.72	8.32	6.01	24.05
33	10.13	8.49	6.20	24.82
34	10.50	8.73	6.40	25.63
35	11.04	8.83	6.62	26.49
36	11.53	9.01	6.85	27.39
37	12.07	9.19	7.09	28.35
38	12.62	9.40	7.34	29.36
39	13.22	9.60	7.61	30.43
40	13.86	9.82	7.89	31.57
41	14.54	10.05	8.19	32.78
42	15.25	10.30	8.52	34.07
43	15.95	10.64	8.86	35.45
44	16.63	11.05	9.23	36.91
45	17.31	11.54	9.61	38.46
46	17.97	12.11	10.03	40.11
47	18.64	12.75	10.46	41.85
48	19.33	13.44	10.92	43.69
49	20.06	14.17	11.41	45.64
50	20.78	15.00	11.92	47.70
51	21.53	15.89	12.47	49.89
52	22.29	16.86	13.06	52.21
53	23.08	17.92	13.66	54.66
54	23.90	19.05	14.32	57.27
55	24.73	20.30	15.01	60.04
56	25.59	21.64	15.75	62.98
57	26.50	23.07	16.53	66.10
58	27.42	24.65	17.35	69.42
59	28.37	26.35	18.25	72.97
60	29.27	28.29	19.19	76.75
61	30.20	30.37	20.19	80.76
62	31.11	32.67	21.26	85.04
63	32.03	35.17	22.40	89.60
64	32.93	37.91	23.61	94.45
65	33.84	40.88	24.90	99.62
66	34.70	44.15	26.28	105.13
67	35.58	47.68	27.74	110.98
68	36.45	51.46	29.31	117.22
69	37.36	55.53	30.97	123.86
70	38.25	59.95	32.74	130.94

## INSTRUCTIONS TO AGENTS.

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1. Study the policy you are selling so as to become familiar with all its provisions that you may correctly represent it to the applicant.

2. Question the applicant closely regarding family history, past and present health, exact occupation and habits, and take into account the surroundings, as bearing upon health and longevity.

3. Before naming the rate to the applicant, in all cases give the Company the benefit of the doubt. Don't be afraid to name the highest rate that you think the party ought to pay, or that you think the Company will demand. Careful discrimination in your classification when writing the application will save you much trouble in delivering the policy.

4. Agents will represent the rates, plans and policies of this Company strictly in accordance with this manual and the written instructions of the proper officers of the Company.

5. Agents will in all cases carefully examine each application before forwarding the same to the Company, and see that each question has been fully and clearly answered, both by the applicant and the doctor. Careful attention to this rule will greatly facilitate the acceptance of applications as policies *will not* be issued upon applications but partially filled out.

6. In no case should the policy be allowed to go out of the hands of the agent until same is accepted by the applicant and the premium paid, and agents will be held responsible for all policies and receipts placed in their hands.

7. Agents are not authorized to collect any premium (after the first) unless they have been furnished with the Company receipt signed by the Secretary.

8. Agents will in no case make alteration or change in any receipt or notice of premium, even to change a single letter or figure, but will return same to the Company for change or correction.

9. In all cases the blue receipt accepting the policy *must* be signed by the insured at the time of delivery of the policy and returned to the Company. If the health of the applicant has become impaired since his examination, the agent must not receive the premium nor deliver the policy, but must immediately return the policy to the Company.

10. The Agent has no authority to accept a premium after same is due (first premium excepted) and give the party Company receipt therefor. In all such cases the premium must be reported to the Company and the health certificate and contract for reinstatement forwarded for approval. If approved Reinstatement Receipt will be forwarded.

11. Beneficiaries must have an insurable interest in the insured. Changes in beneficiary can only be made on the written request of the insured, and to persons having a legal insurable interest, and in all cases of change of beneficiary the policy must be returned to be re-written, together with the office fee of fifty cents.

12. The Company assumes no responsibility for the acts, statements or representations of solicitors or brokers, and recognizes the acts of authorized agents only when strictly within the expressed terms of their written contracts.

13. All policies must be reported upon within thirty days from issue. If there is still reasonable prospect of delivery, report the facts and request an additional thirty days. Policies returned for cancellation must be returned in connection with regular reports and noted on the back of the report. In all cases return both policy and receipt.

14. Use report sheets for reporting in all cases, even if reporting but one policy. Be careful to fill in the "date due" and carry out the commission opposite each policy reported on as indicated on the report sheet.

15. When desiring policies changed from annual to quarterly or semi-annual payment, or vice versa, (either before the policy has been accepted or later in its history) it is not necessary to return the policy to be re-written. Simply return the receipt for exchange for the one desired. If the policy be in force the request for change of manner of payment must be signed by the insured. The tables fix the equivalent annual, semi-annual or quarterly premium.

16. Assignments of policies should be executed in duplicate by the insured, one copy being filed with the policy and the other forwarded to the Company.

17. Policies on the Natural Premium plan *cannot* be written on quarterly payments. They may be for 2, 4 or 6 bi-monthly periods. Premiums on Natural Premium policies all fall due at 12 o'clock noon on the first business day of February, April, June, August, October and December. Policies written between February 15th and March 15th will be charged a rate and one-half to carry to June 1st; if written between March 15th and April 15th one rate will be charged to June 1st, and so on through the year.

18. Agents are not allowed to print or circulate any circular or document relating to the Company or its business unless same has first been submitted to and approved by the proper officer of the Company.

19. Whenever in doubt upon any point seek information from the home office. First know you are right, then go ahead.

20. These instructions are subject to future modification and change.

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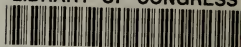








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